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Kenin Urges Performing Unions Unite on Issues

Suggests AFM, AFTRA, Other Unions Fight As One Against Radio & TV Stations Injustice

DETROIT—A movement is under way whereby the American Federation of Musicians (AFM), the American Federation of Radio-TV Artists (AFTRA), and other affiliated unions may band together as a group—to take their beefs against radio and TV broadcasters to the FCC, Congress and the public. One of the beefs concerns the threat of automation to disk jockeys and other station personnel.

Addressing the AFTRA convention here Saturday (22), AFM President Herman Kenin said: "I urge that the great entertainment unions, whose survival is at stake, join in demanding, loudly and continuously, of the FCC, the Congress and the public that broadcast licenses be compelled to live up to their obligations to provide decent economic opportunities to those who make their happy profits possible."

Kenin also said that AFTRA President Don Conway "has been suggesting to me and to others among the entertainment unions certain mutual administrative co-operations that could not only render all of our tasks more efficient but save our treasuries many dollars."

In line with this, he noted: "We are right now exploring the reasons

why AFTRA and the AFM should be sending separate corps of observers to police up a single recording session, and why the expensive admission of union pension funds should not be handled from a joint clearing house at great savings to each and every participating union."

Bemoaning the demise of employment for live musicians in radio and TV, Kenin said that in the 1920s broadcasters "glubly assured us that 'what's good for radio is good for musicians.' . . . But their promises then were as phony as some of their payola programming is today." Today, added Kenin, "there is less than a statistical half of one musician employed in each of the radio stations in this country."

Urging the AFTRA members to answer a "call to action"—joint action, Kenin commented: "For the musicians, who were the first victims of mechanization, it already is late in the day." Then he warned the AFTRA members that they also have "begun to be shunted aside by the inexorable advance of the machine." Specifically he cited the recent trend toward stations adopting fully automated equipment, which could eliminate a sizable amount of jobs for AFTRA members, particularly deejays, announcers, and engineers.

Aussie Club Adds American Artists

SYDNEY, Australia—Light Music Club, off-shoot of strong World Music organization, affixes to its release schedule this month albums by Frank Sinatra, Nat Cole, Judy Garland, Tex Ritter and Gordon MacRae and orchestras of Nelson Riddle, Ray Anthony, Paul Weston, Fred Waring among others.

There are in addition to club's own London, England, recordings of musicals, operettas and musical comedy. The club's repertoire of musicals, and other material now more than 50—all specially commissioned from British indie production unit F.C.M. Productions. Initiates here the identity of young producer Fiona Bentley, composer-conductor Cyril Ornadel, and Morys' Lord Aberdare. Miss Bentley also handles Fiona Bentley Productions' responsible for creation of many children's EPs released here by World Records Guild, and by HMV in Britain and elsewhere.

DEALERS FINED IN HONG KONG

HONG KONG—Three record dealers who pleaded guilty to selling pirated copies of Chinese hit records have been fined from \$3 to \$90 by a magistrate here. Eleven other dealers who pleaded not guilty to the charge will appear in court next week. An even higher case concerning the counterfeiting of American hit records is due to come before the courts in the near future.

Dot Opens 12th Company Branch

HOLLYWOOD—Dot Records last week opened its 12th company-owned branch in Indianapolis to cover the Indianapolis-Cincinnati territories. Vaughn Tiedman, Columbia Records' Indianapolis branch manager, was placed in charge of the new Dot operation. Heretofore, Dot's disks were handled in Indianapolis by Indiana State Distributor, and in Cincinnati by Hit Records. Other markets covered by Dot's expanding chain of company-owned branches include Cleveland, Pittsburgh, Buffalo, Miami, Atlanta, Dallas, Houston, Oklahoma City, Memphis, Nashville, and New Orleans.

"Either we close ranks and compel a greedy industry to assume its public responsibilities," concluded Kenin, "or we shall soon be push-buttoned into ever-lasting silence."

Record Clubs Get Attention At SORD General Meetings

CHICAGO—Record clubs were the dominant theme of both general membership and private executive board meetings of the Society of Record Dealers of America here last week. On this subject, various decisions were made regarding financing of the suit by several local retailers against the major record clubs, one of which will have the effect of letting the record clubs pay the legal costs of their opponents.

It was reported that many dealers are now sending their record club commission checks directly into SORD for addition to the legal war chest. This practice will be encouraged. Beyond this one suggestion which gained considerable favor, was that dealers would render all proceeds of special deals offered by the firms which are defendants in the suit, directly to SORD, also for the suit kitty.

Also related to the club picture was the tremendous play given Errol Garner by the SORD people here. At the SORD Palmer House desk on the fourth floor, there were large placards regarding Garner's newest album, and covers of the album were available at the general meeting. The great play on Garner, whose newest Octave album is on BMN's best selling monaural and stereo charts, results partly from the plaintiff's stand against record clubs. (And, of course, from the fact that he has been a good-seller.) Dot President, Randy Wood, addressing the SORD dealers here, pledged that his firm would not enter the club picture now or in the foreseeable future (see separate story), a stand which brought pledges of all-out support of Dot product by the dealers.

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Merc Sets Distribution For Philips U. S. Debut

CHICAGO—The contents of the Philips catalog, to be released in the United States through Mercury Records later this year, was the main subject of discussion at the Philips-Mercury meeting held at Paris last week.

Irving Green, Mercury president, attended the conference with David Barroll, Quincy Jones, Shelby Singleton and Jack Tracy, members of Mercury's a.s.r. staff. Representing Philips were Willem Langenberg, president of the International record group of Philips Phonographic Industries, a member of the Philips executive committee and a.s.r. staff.

Philips, through Mercury, will issue recordings from France, England, Germany, Spain, Holland, Belgium and Italy. The firm's product will include superlative international artists as Michele La Grand, Yves Montand, Sasha Distel, Juliet

Greco and Marty Wild. Its classical series will present Sviatoslav Richter, Konrad Blumhagen, I. Musici, and conductors Kating, Sawalich, Jokum and Dorati.

It is also intended that Byron Legner record piano concerti with the Amsterdam Concertgebouw and the London Symphony Orchestra with the above-mentioned conductors.

Mercury presently is readying its sales and promotion staff and is setting up a completely new distribution arrangement for the Philips label (BWN, June 26).

UA Makes Strong C.&W. Singles Bid

NEW YORK—United Artists Records is entering the country and western field in a move to round out its catalog. UA chief Art Talmadge said the label will go "all out" to build its new c.&w. line, via special promotion and merchandising.

The initial c.&w. sides will be cut by Bobby Boyd, head of Boyd Records, and will be distributed under that label. However, the line will basically feature artists on the UA label. Austry Immann is the first c.&w. artist signed by UA. The first c.&w. single released by UA will be Jimmy Blakey's "Honky Tonk Princess," a master purchase.

Talmadge said that negotiations are currently being completed for one of the "major independent producers in the c.&w. field" to record for UA. "Most of the product which will be forthcoming from the label," added Talmadge, "will feature top talent in this field, with the best indie producers handling the recording assignments."

Continuance For Reprise in Capitol's Suit

HOLLYWOOD—Overruling Capitol's objections, Superior Judge Gordon Files last week granted Reprise Records a week's continuance before it must show cause why it is not to be enjoined from distributing its Frank Sinatra "Swing Along With Me" album (see BMW, July 7 issue). Capitol filed suit to restrain Reprise from distributing the album, claiming that the "Swing Along" LP copied some of the two albums under the name of "Elements," "Defendant's Album," and "Plaintiff's Album."

Listed under "Elements," were "(Reprise)" "Swing Along With Me" vs. Capitol's "Come Swing With Me," "Artist" (Frank Sinatra shown in both the defendant's and plaintiff's column), and "Billy May shown in both columns), conductor (Billy May shown in both columns), "Cover" (Frank Sinatra with a girl shown in both columns), "Record Size" (12-inch listed in both columns), "Record Speed" (33 1/3 r.p.m. listed in both columns), "Debut" (stereo).

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SPECIAL ISSUES

SPECIALS COMING UP . . .

August 14, Spotlight on Jaxx

September 18, Fall Spotlight on Record Programming

October 2, Annual Photograph Buying Guide

Name Product Pushes Stereo FM, Tiny Radios, Tape Grab Most Victor Sales Convention Attention at Chicago NAMM Trade Show

Strong Singles Action, Album Growth & Anka Pact Set Optimistic Mood

NEW YORK — RCA Victor opens its national sales convention in Plaza Ballroom, New York today (24). The convention, which will run for two days, brings together all of the firm's distributors and opens the salesmen from all over the country. The meet, which will be chaired by Victor chief, George Marek, will display the firm's strong new product for fall. It is also expected that the firm will also announce the long-awaited signing of Paul Anka, pending the conclusion of his current pact with ABC-Paramount.

Victor executives enter this sales convention with a confidence stemming from the label's continuing strong sales in the singles record

field, and the steady growth in the firm's album product. Since last year Victor has done well in the sale of new strong-selling album artists, including Peter Nero, Al Hirt, and the Limeliters.

In the singles field, the firm has come up with strong new artists in Ann-Margret, the Tokens and others. Victor, of course, is still swinging strongly in the album field with standard artists like Henry Mancini, Chet Atkins, Perry Como, Brother Dave Gardner, DeLafoe, Elvis, Don Gibson and others.

According to Bob Yorke, head of A.R. for Victor, the firm's success in the album field over the past year has been due to the same concentrated type of effort introduced by the label in the singles field two or three years back. At that time Victor cut down sharply on its single releases and issued an average of only two or three disks a week. Victor cut back severely on its album roster about a year ago and has concentrated on keeping its strong names up there and either building new ones or getting names from other labels and concentrating on them — Norman Luboff for instance.

Results of the cutting down on album releases and the all-out concentration on specific product, says Yorke, has paid off for the firm and points the company's future path. At the convention opening today the firm is showing what it believes to be Victor's strongest collection of LP's this year. Product for both August and September will be shown at the meeting on Tuesday.

By REN GREVATT

CHICAGO—Stereo FM broadcasting and the opportunities it presents to the music dealers of America was easily the dominant theme of conversation and interest at the annual Music Merchants Trade Show of the National Association of Music Merchants, held here last week at the Palmer House.

At the same time, observers noted strong evidence of a continuing trend toward penetration of the American market by foreign manufacturers. Pocket-sized Japanese transistor radios, literally by the score, were on view for dealers strolling the entrance halls of the Palmer House exhibit area. Be-

yond this, however, the low-cost, transistorized, battery-operated miniature tape recorder from Japan was much in evidence.

Low Price
These units carry list prices as low as \$2.95. They are, which play a three-inch tape reel at speeds of 3 1/2 and 1 1/2 inches per second were being regarded by some domestic tape equipment manufacturers as simply "toys" and not worthy of concern. Others, however, felt that such units, highly subject to price wars, and having only the most limited kind of fidelity and stability of speed, could conceivably diminish the quality image which tape manufac-

turers have attempted to build in the public mind.

In another area of the tape scene, Bell Sound officially introduced its lightweight (18 pounds) professionally styled cartridge tape player, which is now being promoted for playing a three-inch, reel-to-reel tape. The reel itself, however, is not compatible with the standard type of three-inch reel.

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Radio Luxembourg Breaking Records Just for Laughs

LUXEMBOURG — European author-composer organizations — the BEMA and GEMA — are annoyed at Radio Luxembourg's "Smash Hits" disk show, which means just what it says.

Once the firm has set up an aggressive privately owned station with studios and transmitter in the Luxembourg capital, came up with the idea of giving pop artists the opportunity to wear their spunk at disks they disliked. Listeners were instructed to write in telling why they disliked a record and were wanted to hear it smashed. Radio

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20th Fox on Biz Push for Action In Singles Field

NEW YORK — 20th Fox Records has embarked on a heavy campaign to move more artists into the singles market, according to the label's president, Henry O'Connell. The firm has set up a new department to exclusively handle production, scheduling, recording and promotion of singles.

The company has signed several new artists to the start of the drive. These include teen-aged Canadian singer, Dean Morgan, and Johnny Restivo, who was formerly with RCA Victor. Restivo has become the focal point of a major promotion tie-in with Seventeen, the national magazine for teen-age girls. Promotion will hinge on the tune, "The Magic Age of Seventeen," recorded by Restivo for 20th.

Much of the new single product will be the work of independent producers, several of whom have been asked by O'Connell to submit masters. Other product will be of foreign derivation, from 20th Fox' overseas licenses. One or more new singles will be employed for the singles product.

CALIF. STIFFENS PIRACY TERMS

HOLLYWOOD—California Gov. Edmund G. Brown signed Assembly Bill 3075 into California law last week. The bill provides that anyone who makes or knowingly sells records to which counterfeit labels are attached shall be punishable by a jail sentence of up to five years in the State prison or up to one year in the county prison.

The law also changes the crime from a misdemeanor to a felony and increases the maximum jail sentence which may be imposed. Under the old law, a fine of \$500 was provided, but a provision for fines was discarded in the new law in order to provide for a mandatory jail sentence.

Old Everly's Disk Back on Listing After Four Years

NEW YORK — The Everly Brothers' four-year-old Cadence waxing, "All I Have to Do Is Dream," is back on the charts, thanks to Neil McIntyre, deejay-music director of WHK, Cleveland.

Three weeks ago McIntyre started to play the boys' month-old Cadence album, "Everly Brothers' Best," placing heavy emphasis on the "Dream" side. In two weeks the disk (No. 1) in the air in the city was a big seller in Cleveland, and this week it moved onto BMG's "Hot 100" chart in the No. 100 slot.

The Everly's, of course, have since moved to Warner Bros., but Cadence pretty Archie Bleyer never shed any tears. In addition to the old Everly's record, Cadence has three other waxings on the "Hot 100" this week. "Never on Sunday," by the Chordettes, No. 15; Eddie Hodge's "I'm Gonna Knock on Your Door," No. 38; and Don Shirley's "Water Boy," No. 80.

Warren Cleared Of Bootlegging

HOLLYWOOD—Disk counterfeiting charges against Leonard Warren were dismissed last week by Superior Court Judge Clement D. Nye. Warren was one of seven indicted by a county grand jury last October on bogus disk charges. The other six names and the indictment are scheduled to go on trial August 15.

Judge Nye dismissed the charge against Warren on a motion by district attorney's office. Warren had claimed he was innocent, and that his only connection to the case was that he had rented office space to an individual who was charged with allegedly being involved in disk counterfeiting activities.

ABC to Handle 'Cozy Inn,' Other Cimarron Disks in Future

NEW YORK — ABC-Paramount Records has agreed to handle production, sales and distribution of Dick McLaughlin's Cimarron record "Cozy Inn," which reportedly has been breaking out in some areas. The deal, which was inked with President Don Aronson, also calls for Am-Pac to handle other Cimarron product in the future.

LATE POP SPOTLIGHTS

THE EVERLY BROTHERS

Warner Bros. W 1418—This latest Everly's production features a dancing and a dreaming side. On both, the boys get some mighty class accompaniment from a flock of guitarists like Chet Atkins, Hank Garland, etc. For dancing there are seven tunes, including "My Mammy," "Mukrats Rumble," etc., while the dream side includes "Don't Blame Me" and "The Wayward Wind," among others. Either way, it's fine wax.

LET THE FOUR WINDS BLOW

Fate Domino, Imperial LP 9153—Another exciting package from the great little man from New Orleans. His current hit is included as the title tune of the album. Other standout readings include a couple of the most memorable Hank Williams tunes, "You Win Again" and "Your Cheatin' Heart." Also included is "Am I Blue," "Shanty in Old Shanty Town," etc. A lot of kicks here for the many fans. Good cover, too.

THE VAMP OF THE ROARING 20's

Dorothy Provine, Warner Bros. W 1419—Here's a strong follow-up to Dorothy Provine's current hit album "Roaring Twenties." It features Pinky, Her Playboys and the Chorus Line. Tunes, all from the wild and wonderful era of the 20's, range from "The Love Nest" to "Hard Headed Hannah." Miss Provine sells them in her own special and bright style, over happy accompaniment. Strong wax for both young and old.

JOIN BING IN A GANG SONG SING ALONG

Bing Crosby & His Friends, Warner Bros. W 1322—Bing's second sing-along album is as bright and spirited as his first. With a sock punch for the label, the record set contains 50 favorite tunes, and Bing and his gang sell them with the zing and gusto they deserve. Among the songs are "Shine On Harvest Moon," "Hello My Baby," "Little Lame Man" and "Annie Laurie." As with all sing-alongs, the lyrics are included good, wax, good fun, and good sales indeed here.

SOMEBODY LOVES ME

Ray Conniff Singers, Columbia CL 1642—A new album by Ray Conniff is always a good bet for strong sales and this new LP is no exception. It features the chorus in fine performance of a lovely group of standouts from the band. Don't Want to Set the World on Fire," "Golden Fingers," "You're the Cream in My Coffee" and "It Had to Be You." The cover, too, is very attractive.

Liberty Program Offers 100% Guaranteed LP's

Fall Plan Covers New Releases, Catalog Items, Long-Term Credit

HOLLYWOOD — Liberty Records will spearhead its fall program with an album release program, a catalog item program, and a long-term credit program.

The program covers the new release as well as the complete Liberty and Dolton catalogs coming some 170 albums with the exception of Chipmunk LP's. Benefits of the program are not being

extended to include Chipmunk product. The program goes into effect as of August 1 and will continue through to September 22. A four-month deferred billing calls for payments to be made by the 10th of November, December, January and February. Thus, while the program is set up on a four-month payment plan, the fact is that it will be effective for two months prior to the first payment's due date. Dealers who buy early will get the benefit of having their credit carried over a full six-month period.

All orders will be backed by a full 100 per cent guarantee, allowing dealers to return unsold merchandise for a credit to be applied to their accounts. Cut-off date for the final payment is February 1. Since the final payment is due February 1, dealers will be allowed to send back returns a full 10 days before the last payment is made.

Liberty is banking on its extended billing plan to assure its

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Roulette Meets Distribs in Solo

NEW YORK—Roulette Records brass will hold separate sales confabs and seminars with each of the label's distributors during the company's annual distributor meeting at the Waldorf-Astoria Hotel in Chicago this coming weekend. The distributor meets will follow the general sales meeting on Friday (28) and will carry through to Sunday (30).

Commenting on the private distributor sessions—first held by the label last year—Kobayashi executive vice-president, said: "It isn't enough to just sit around in open discussion debating in general terms the ills of the industry. Unless the manufacturer gets to the heart of the matter with each of his distributors on an individual basis, no real action on any one problem can be expected."

Roulette will present new sales ideas for both albums and singles at the meeting, and will unveil new album and singles product scheduled for August release. The move to Kobayashi's will be attended by the following Roulette executives: President Morris Levey; advertising-publicity manager Bud Levey; sales and repertoire toppers Henry Glover and Teddy Reig, and comptroller Howard Fisher.

Gallagher Appointed Col. Marketing Topper

Newly Created Post Marks Major Realignment of Firm's Sales Forces

NEW YORK—Bill Gallagher, Columbia Records vice-president and sales chief, has been named to the newly created post of vice-president, marketing, for the label. The creation of the new position marks a major realignment of sales forces by the firm. Reporting to Gallagher in his new post will be

all retail activities of the firm, except direct mail sales. They include Columbia Record label sales, Columbia Record Distributors (the company's wholly owned branches) the Columbia Home Music Library test project, and Columbia Special Products—such as premiums and promotions.

Gallagher has been associated with Columbia Records since 1952. He was named vice-president in charge of sales in June of 1960. Norman Adler, executive vice-president of the firm, referring to Gallagher's new slot, said, "We are confident that his recognized marketing structure, under the direction of Mr. Gallagher, will pro-

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Regular Sessions Set Up By UA for Master Purchase

NEW YORK—In line with its newly expanded master-buying program, United Artists Records has set up a special service to co-ordinate its business with independent producers.

UA artist and repertoire staffer Ken Lauber will now meet with independent producers on a regular basis (every Monday, Wednesday and Friday afternoon) to listen to new masters submitted for consideration. Sessions will be held at UA's offices in New York City.

"The lifeline of our business," said UA's vice-president, general manager, Phil Kirschbaum, "is the product, and we at UA want to give all interested independents the opportunity to present their production in the best possible conditions."

UA has an exclusive deal with World Records to distribute its entire catalog. Phil Kirschbaum's Boyz waxing "You Can't Sit Down" is on BMW's "Hot 100," and the album "Fool's Gold and Tears," another master purchased through the UA label, was on the "Hot 100" a couple of weeks ago. Other new masters acquired by UA for distribution under the UA label include "Sometime" by Gene Thomas on Venus and "Bottle City" by the Cavalrymen.

Broadhead Talks Sale of Pressery

HOLLYWOOD—Dakota Broadhead last week confirmed that negotiations are underway for the purchase of his Hollywood (Las Palmas at Santa Monica) pressing, master and millage plant, which until recently had served as the Coast headquarters for Allied Record Manufacturing Company. Presenting Radiolin Instruments (Cape Records) recently bought Allied, including its 57th Street pressing plant here and its Eastern master facturing wing, but the deal did not include the factory at 1041 N. Las Palmas in Hollywood.

As a result of the purchase, Allied has become a subsidiary of PRI, and the Las Palmas operation, still owned by Broadhead, will remain an Allied firm, has changed its name to General Record Manufacturing Company since the purchase of Allied, the subsidiary of the parent company. Forces have joined the PRI staff, leaving the Hollywood factory idle with the exception of some matrixing contracts by Topper.

Broadhead confirmed that the Hollywood plant, now known as General Record Manufacturing, is the subject of negotiations with several interested parties. He refused to identify the prospective buyers. Deal would include the pressing and millage operations as well as the matrix facilities, which according to Broadhead is "The most modern in America."

MOVE AFOOT TO COMBINE EPIC, COL. A.&R'S

NEW YORK—There is a move in the works at Columbia. Although Columbia Records would make no comment on the matter, it is understood that the Epic a.&r. men will also record certain Columbia artists and that Columbia a.&r. men will in turn record some of the Epic artists. There will be no change of artist status with the current Epic artists and the current Columbia artists remaining on their respective labels.

Reason for the integrated a.&r. staff is to enable the jazz a.&r. men to make jazz records for either label, rock and roll a.&r. men to do the same, etc. Bill Levy, former administrative head of a.&r. at Epic, is leaving the label, and Dave Kaprielian, who has administered a.&r. chores for Columbia, will take over his duties.

ZOA Charges Against GEMA Cites West Germany Monopoly

By OMER ANDERSON

FRANKFURT, Germany—West Germany's Central Organization of Music Publishers (ZOA) has lodged a monopoly complaint against GEMA, the German ASCAP organization, with the federal antitrust authority. ZOA charged that GEMA exercised a monopoly hold on the West German music market, and that current antitrust legislation against phonograph operators would tighten its monopoly grip.

U. S. inspired The Cartel Office, Bundeskartellamt, is the West German government's supreme trust-busting authority. It was established at the prodding of U. S. occupation authorities to police competition in the free enterprise economy which the Germans erected under American tutelage during the occupation.

Originally established to monitor Ruhr industry, the Cartel Office has developed into a general watchdog of free enterprise competition and antitrust regulation.

GEMA's move dovetails with demands by Bundesstadt deputies for a stem-to-stern Parliamentary investigation of monopoly practices in the music industry, focusing on GEMA, BIEM (the Paris-based International Federation of Music Publishers), and IFPI (International Federation of Phonographic Industries). Parliament's probe is scheduled to begin in the autumn after the Bundestag recesses.

ZOA's antitrust charges against GEMA as a monopoly force in the music trade is aimed at building pressure for the writing of new Bundestag legislation governing competition in the music industry. There are general complaints that existing legislation regulating GEMA and music trade competition is generally too vague and sweeping.

Operator spokesmen demand a new law written "to protect the interests of composers and publishers at GEMA—a law guaranteeing the preservation of free competition in the music trade."

ZOA's complaint to the Federal Cartel Office accused GEMA of having gained monopoly power of the music trade and of then proceeding to wield this power "with reckless and callous disregard of the life existence of the operators." The complaint was filed in conjunction with a lawsuit.

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British Disk Tax Expected to Rise

LONDON—An upset in British taxation may be due Tuesday (25) when the Chancellor of the Exchequer, Selwyn Lloyd announces the emergency financial measures proposed. It is expected that he will increase purchase tax on luxury goods including gramophone records. The government has made it clear that because of the success of the pop market, the industry is not entitled to special consideration on cultural grounds.

The Chancellor refused to alter the purchase tax on disks, currently levied at 50 per cent of the wholesale price (i.e., paid by the dealer before resale to the consumer), in the spring. The industry had made representations before the annual budget statement, but they were unavailing (BMW, April 17 and 24). Instead, Lloyd asked Parliament for power to raise purchase tax by 10 per cent at any time, without waiting for the annual tax review.

The 1961 Finance Act Bill, having passed through Parliament, will be passed through Parliament.

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Copyright Study Recommends End to Compulsory Licensing

By MILDRED HALL

Editor's Note: This is the second in a series of stories on various aspects of the U. S. Copyright Office report for a reworking of the Copyright Act of 1909. Additional facets of these recommendations will be covered in subsequent issues.

WASHINGTON—Whether for better or worse, the proposed ending of the compulsory licensing provisions of the 1909 Copyright Act will hit the music business between the eyes, if the Copyright Office recommendations become law.

Traditionally, composers and publishers fight the compulsory licensing and its statutory 2-cent royalty, as depriving the creator the right to decide how much he wants his music to earn a royalty, and providing only "pea-

nuts" in the way of recovery from infringement.

Copyright Office thinking, as shown in its current report on revision of the law, is that the compulsory licensing provision of 1909 was an exception to the general principle of giving a copyright owner exclusive right to license recordings because of one factor: leading record companies were known, at the time, to have garnered exclusive recording rights from the best publishing houses.

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Milt Grant Show On Multi-Station 'Teen Net' in D. C.

WASHINGTON—Veteran deejay Milt Grant, who has been off the air since his top-rated TV record-hoop show was dropped by WTTC four months ago, is back in broadcasting again. Operating on the "first teen network," Grant is broadcasting over a four-station web, covering the entire metropolitan area.

The twice-weekly show (Saturday and Sunday, 1-4 p.m.) which kicked off this week, is aired simultaneously over WPGC, WAVA, WINX, and WEEL. Grant's avowed aim is "to reach all teenagers in the Washington area."

In addition to best selling singles and disk star guests, Grant's new show features a gimmick whereby most of the programs will originate "live" from area recreation halls, swimming pools, amusement parks and other places where teen-agers assemble.

Grant intends that the show will tie back to source of teen-age show-goings-on. In line with this, Grant said he will work with schools and youth organizations to try and combat juvenile delinquency by providing "wholesome activities." For example, the jock is planning a "Teen Charity of the Month" which will be supported by dances and hops, with proceeds going to local charitable organizations selected by his young audience.

Also active on the show will be a staff of teenagers gathered who will report on events in their areas and schools. Grant is reactivating the "Milt Grant Club," which had over 50,000 members when his program was off the air, and now has his old TV sponsors are buying time on his new air.

Although Grant's WTTC record-hoop show was dropped, the program in his time-period and one of the best-known video disk hop shows in the country, dropped the spring because the format didn't fit a new "image," formulated by management to appeal to an adult market.

Bill Haley & Comets Back in Jolly's Fold

PHILADELPHIA—Jolly Joyce, head of the Jolly Joyce Records Agency, has resumed Bill Haley and the Comets to his banner after a number of years. Joyce originally signed Haley and the Comets to the rock and roll heap. First step was to get Haley in line for records again and Joyce secured a clean slate with Warner Bros. and to enable Haley to go with George Goldner's Gone Records. Music makers, currently at Tony Mart's, are expected to be in the line who will cut their first Gone sides in New York next week. Pat with Gone enables Haley to pick his platter material.

WB's Weiss Reports Eastern Disk Scene

By DON WEDGE

LONDON—After a round-the-world trip, Bobby Weiss, international director of Warner Bros. Records, is now back in Europe, the center of his activities. In an interview with BMW here, he gave these country-by-country impressions of territories he had visited for the first time.

Japan In three or four years Japan is likely to become the third most important market for American and Western music in the world.

—After Britain and the European continent. Already Western music is very popular. Japanese artists—both in performance and style. In night clubs, Japanese orks and singers perform many western hits, usually with English lyrics.

On the whole, though, Japanese people prefer their own artists, a widespread knowledge of English being confined to key cities at present. Despite this, American artists have many vociferous fans. Great influence is the Far East.

Network (of the Armed Forces Radio and Television Service). Japanese artists, making records, hears U. S. hits soon after American release and the demand for them is being met by local disk firms. Stereo is just beginning to become an important factor.

Small transistor radios were everywhere, but have not affected the buying of disks. The practice of getting four or five covers of a set seems to be declining. The current craze is for doing a kind of off-beat cha-cha, which was found everywhere—clubs, radio, TV and disks. It originated in the Philippines.

The market here is mainly one for singles, though there are substantial LP sales. There are no EP issues. Languages in the record industry English is spoken and read, many dealers also have a good command of the language.

Hong Kong

Hong Kong is a free port, the lack of import duty is making the colony a big supermarket. Local market is not large, many dealers are expected to open up as far east as Australia. Morale of local dealers is reduced, undetermined by dumping of surplus

(Continued on page 21)

TAKING OFF!!

*Breaking Out in CHICAGO, PHILLY,
CLEVELAND, BUFFALO—*

Thanks to Best Record Distributors in Buffalo, M & S in Chicago, Concord in Cleveland,
and Chips in Philadelphia for breaking this hot new single!

ST. LOUIS BLUES

THE COUSINS

BUBBLING UNDER
THE HOT 100
ST. LOUIS BLUES
Cousins, Parkway #823

Billboard, July 17, 1961

TOP MARKET BREAKOUTS
PHILADELPHIA . . .
ST. LOUIS BLUES . . .
Cousins, Parkway #823

Billboard, July 17, 1961

PARKWAY 823

FLASH! FLASH!

The New Dance Craze
Starting in Philly!

THE BRISTOL STOMP

b/w "OUT IN THE COLD AGAIN"

THE DOVELLES

Parkway #827

Three New Sizzling Singles
That Have Already Started to
Happen!

WHEN WE GET MARRIED

by

THE DREAM LOVERS

Heritage #102

BILLY BARNETTE

MARLENE

b/w

TWO BROTHERS

Parkway #826

CAMEO/PARKWAY RECORDS 1405 Locust st. Phila., Pa.

Expect Bonn Government To Revise Royalties Law

BONN—The Bonn government is expected to introduce a new law regulating payments when Parliament reconvenes in September.

The new measure would regulate payments to GEMA, the German ASCAP organization, and to the performing artist organization. In the closing weeks of Parliament the government was placed under heavy pressure to lift complaints of monopoly practices in the West German music industry.

The majority of these complaints involve lack of clear-cut legislation sharply reducing the scope of royalty payments.

The Bundestag—West Germany's Parliament—has been influenced in its attitude by substantial publicity given in this campaign of the Kennedy Administration. The Germans are particularly interested in agitation in the U. S. for the ending of the 50-year-old performance royalty exemption for juke box music.

However, there is somewhat of a reversal of sentiment in this country, which is regarded by German juke box operators as sort of object lesson for the U. S. trade, at the moment legally speaking, is the limit for royalty payment demands by GEMA on juke box operators.

Was Lone Fight

Until the last year the operators fought a lone battle to clip the high-flying GEMA's wings. In the last year, however, the aggressive in the critics call the tactics of GEMA have made the composer-author organization an apparent host of enemies.

GEMA has brought itself in all directions in its efforts to increase its royalty take. Even sport organizations have come under pressure in the closing weeks. There have been complaints wholesale to Parliament.

But preliminary Parliamentary investigation discloses that while the German ASCAP twin is aggressive imprudent and immature in its demands and tactics, it is apparently violating no laws. Preliminary investigation shows, indeed, that the entire field of royalty legislation has been neglected in Parliamentary prosecution with more pressing postwar legislation.

There are conflicting statutes on the books, and there are vast gaps in existing legislation.

More Detail Due
It is expected that the new Bundestag measure will detail the rights and obligations of GEMA and will provide machinery for the regulation of disputes between Parliamentary critics complain the composer-author organization is a "law unto itself with only rights and obligations—no duties or obligations defined by law."

There is also plentiful criticism of the lack of any clear-cut arrangement for royalties. Internal handling of the royalty payments it receives. For example, Parliament has been asked expressly to look into GEMA's administrative costs to determine whether they are excessive.

It is proposed to stipulate in any new legislation regulating GEMA that the organization be required to furnish a public accounting of its receipts and disbursements.

The Parliamentary eye has been focused on GEMA largely through the efforts of two deputies from Christian Democratic Party, Richard Muckermann and Hermann Ehren.

It is deemed that new legislation, protecting the interest of the GEMA rank-and-file membership against bureaucratic largesse with royalty fees, is an editorial concern with the considerable

economic power of GEMA has amassed through what the two deputies term its "monopoly position in the West German music industry."

Ehren charges that numerous enterprises have been plunged into economic difficulty largely through GEMA's interminable royalty demands.

Any new federal law fencing in GEMA will also deal exhaustively with the organization's contracts. It is charged that GEMA employs a "straitjacket" contract with the other party to "captive status."

However, the real concern of some critics is not only GEMA but the performing artists organization, Gesellschaft zur Verwertung von Leistungsschutzrechten (GVL), which, armed with a German Supreme Court decision in its favor, is demanding a cut of the GEMA pie. GEMA, however, takes the position that the GVL should negotiate independently with the operators.

Showdown Coming

Information indicates that GEMA, as well as critics, is girding for a Parliamentary showdown. GEMA is determined not only to preserve what the critics call its present free-wheeling status, but to use this status anchored into legislation.

GEMA is prepared to deny—with substantial evidence—that it is throttling independent juke box operators. GEMA will contend that many of West Germany's approximate 5,000 operators (of whom 1,000 are organized in the Central Organization of Coin Machine Operators—ZCOA) are in financial difficulty because of their lack of adequate financing because of excessive GEMA fees.

GEMA is prepared to cite the opinion of top figures in the operator ranks that West Germany has too many operators. It is estimated that at least 1,500 of Germany's 5,000 operators have fewer than 10 boxes. Many marginal operators, furthermore, have little training or aptitude for the trade.

GEMA also will hammer hard at the trend—in Europe and the United States—to concentrate juke box operation into large combines and the trend toward diversification by operators into games and vending equipment.

Briefly, GEMA will contend that the "small businessman" Parliament is being asked to protect is in the process of vanishing and that nothing can save him.

Operators fear, moreover, a GEMA counter-attack from the rear, so to speak—manufacturer and distributor attacks on juke boxes to locations. There is gathering pressure in this country for a reorientation of sales policy from territorial protection, pressure stemming from declining sales.

West Germany is almost alone in Europe in adopting the American-style operator monopoly. The country is the bulkhead of operator sales, but much of Europe has clung to location sales. There is little doubt that this reality is cited to the tremendous concentration of juke boxes in Belgium—a location sales country—to prove that the operator monopoly is an exclusive preserve of the small businessman.

Finally, there is the effort of GEMA to attract box operators to generate advertising revenue from locations. Chief interest at the moment is focused on a French juke box operator who has a 16-millimeter sound films of orchestras. Advertising trailers can be inserted in the films.

Experimenters are under way to insert commercials at the start and finish of disks, as well as to sell

FULBRIGHT BILL PASSES SENATE

WASHINGTON—The Fulbright bill to co-ordinate cultural and educational exchange into one operation, on a long-range policy, has passed the Senate and is now being considered by the House Committee on Foreign Affairs.

Senator Fulbright (Ark.) has fought hard and long to make the valuable "impact of music and art" an acknowledged and continuous factor in American foreign policy, rather than leaving it to piecemeal administration and catch-as-catch-can financing. The exchange of artists would be reciprocal, under the new legislation, with foreign artists invited to perform here, as well as tours abroad for U. S. performing talent. As Fulbright points out, it is important for us to understand their culture, as it is for them to understand ours.

The Fulbright bill calls for a general study on the effectiveness of the exchanges.

In the latest (ninth) semi-annual report on the Fulbright tours abroad, during the last half of 1960, there is no question of the popularity and enthusiasm of one of our ambassadors, Louis Armstrong brought the Satchmo charm to the Congo and Kenya. "A note is made in an article," said Satchmo, and reports in both U. S. and African papers echoed "Amen!"

2 Festivals Vying For Big Audiences In Detroit Hall

DETROIT—Two major musical events will play competition to each other in an arena, as the result of a day and date bookings in Detroit's new \$54 million Cobo Hall, next month.

Promoter Edward Sarkisian has booked the former American Jazz Festival, first of its type to play the hall, in the 12,000-seat Convention Arena August 5-6, with two shows daily.

For the opening day, August 5, a Musical Americana program will play the day and date with the Jazz Festival, in Hall C at Cobo. Musical Americana sponsored on the road by the International Order of Foresters, is co-billed as the New Hollywood Revue. An unusual feature will be the free admission, with seating set up for 10,000 spectators.

The former American Jazz Festival will be renamed American Festival of Music and Dance, and will feature a Dave Brubeck Quartet, the Four Freshmen, and West Montgomery. The Sunday show has Count Basie and his Orchestra, the Jonico Jazz Quartet, the Cannonball Adderley Quintet, Nina Simone, and Lambert, Hendricks and Ross. The Jack Brackman Quintet and Willis Conover as master of ceremonies are booked for both days.

Advertising space on the juke box exterior. All of these experiments are only that at the moment, but they serve to complicate the performance rights legislation situation.

A hidden factor in the general situation is the growing tendency of the Bundestag to examine parallel legislation in the U. S. and, under consideration by Congress, the product of visits to Washington by German deputies. Hence, whatever action is taken—by the U. S.—on performing rights, legislation will influence to some extent the German attitude.

This is particularly true because of the trend toward standardization of legislation on an international basis, where parallel situations exist, in the copyright field first and foremost.

MUSIC AS WRITTEN

New York

BIG THREE SWINGS WITH MOVIE TUNES

The Big Three is lining up much record action via its current summer drive on tunes from six major films. The drive includes music from "Francis of Assisi," with records by the Russell Faith O'ry, and Sam's Vaughan. Big Three is also promoting film title songs: "Voyage to the Bottom of the Sea" written by Frankie Avalon; Claude King's rendition of "Big River, Big Man"; "Marines, Let's Go," by Rex Allen; and the theme from "La De Da De De," by Ray Charles. "Place Called Happiness" from "Snow White and the Seven Dwarfs," has been recorded by Anita Bryant and Dorothy Collins.

Bert Siegleman has been named professional manager of Frank Mills and affiliates. Milt Kramer, general manager of the firm appointed Siegleman to his new post. The new professional manager has been with Frank since 1958. . . . Cleffer Jones, Whitney and Alex Kramer have started a new publishing firm, Southside Music, and they are also issuing records under the same name. First disk features Carl Spencer. . . . Don Sanders and Joe Gottfried have started their own label, Stellar.

Times Square Records are now being distributed in New York by Argus Distributors. . . . Soprano Antonia Kaweka of the Polish National Opera has signed with Bruno. . . . Edward B. Marks Music has acquired the score of the off-Broadway play "The Connection," written by Freddy Redd.

Richard Johnson has been named Midwestern sales and educational representative for Mills Music. . . . Caelmon Records has named Don Dumont of Boston and Bud Dally of Houston as new distributors for the label. . . . Reports are that "The Connection" is planned for release by Argus. . . . The Monte Kay-Alex Valdes Jazz Festival, opened to a full house at the Ritz Theater in Sao Paulo, Brazil, July 12. Festival features a flock of top American jazz names, and plays Rio de Janeiro, Porto Alegre, Buenos Aires, Montevideo and Santiago, next.

Hollywood

Capitol is turning a baseballer into a balladeer with the signing of Los Angeles Angels outfielder Albie Pearson to a recording contract. The center league player is due to make his disk debut when he records his first album within several weeks. . . . Liberty Records hosted four distributor salesmen and their wives during a four-day expenditure of \$100,000 for a grand prize to winners of the label's Tennessee sales contest. Those reaping the trip award (included tour of MGM Studios, Disneyland, Hollywood Bowl, Coconut Grove, etc.) were Morten Howartz of Detroit's Cadet Distributors, Dick Brown of Cincinnati's Hit Distributors, Dennis Dobson of Nashville's Southern Distributors, and Bernie Polakoff of Miami's Pan-American.

Hank Mancini takes his initial step into the textbook field with his "Young Arranger's Guide," published by Northridge Music, and to be distributed by the G. Schirmer Company. Rock's more than 80 samples includes excerpts from "The Gun" and "Mr. Lucky" scores. . . . Dot's Randy Wood returned to his Hollywood headquarters following a vacation in Tennessee and attending the National Association of Music Merchants show in Chicago where he had addressed the general membership of the Society of Record Dealers.

Capitol is adding to its four-track stereo tape catalog by issuing two album best sellers in tape form: Ray Anthony's "Dream Dancin'" and Felix Slatkin's "Charge!" a collection of martial music. . . . Jack Gerard has signed the Altonas, a new group, to his Moviercast label. . . . Leonard Feather and expanded. . . . Jan Ed has turned an artist into a record producer firm to service record companies here and in the East. Team has concluded a deal to produce an Ann Richards LP for Atlantic, and a Claude Maxwell package for the Warner label.

Chicago

Ray Ellis, RCA-Victor a.d.r. man and recording artist, was in town with Stan Pat, RCA's Midwest director of radio-TV relations, last week. His stay combined promo work for his latest LP and single with new talent scouting. Ellis is returning to New York over the weekend where he is concentrating his work in the pop and R.B. field. . . . Barney Fields, Mercury's national promotion director, and his staff were on hand Wednesday (12) for the opening of Brook Benton's "Mercury" (Friday) stand at Robert's Show Club. Benton was lauded by the firm for his 14th straight hit ("Boll Weevil"). . . . Earl Glickman, Donna and Del-Fi Records, spent last week's hours of the 1961 High Fidelity and Stereo Music Show. Bill Sheppard, Pam Records, reports that his Pam, Nat and Wes labels will now be distributed through Summit Distributors here.

(Continued on page 11)

Strong Advertising Push Will Herald October Philadelphia Hi-Fi Exhibit

PHILADELPHIA—The largest and most concentrated advertising and promotional budget ever allocated for such activity in this area has been set aside for the 1961 High Fidelity and Stereo Music Show, it was announced by

Harry Bortnick, show director. In addition, arrangements are being made for key FM stations in the area to do continuous Multiplex broadcasting during the hours of the show permit product demo.

(Continued on page 16)

Another great hit from

Monument
RECORDS



A different instrumental sound

Mexico

with

Bob Moore

and his orchestra

45-446

BILLBOARD

SPOTLIGHT SINGLES
OF THE WEEK
JULY 17, 1961

BOB MOORE

MEXICO (Acuff-Rose, BMD) (2:37) — HOT SPOT (Acuff-Rose, BMD) (2:25) — The melodic instrumental sides by the Bob Moore crew, both penned by Boudeaux Bryson. "Mexico" is a swinger with a touch of that Tex-Mex mariachi flavor. Flip is a lightly swinging item with a non-lyric vocal by chorus.

Monument 446

Monument
RECORDS

ONE OF THE **LOVADY GROUP** OF HIT LABELS

539 WEST 25 STREET, NEW YORK 1, N. Y.



48N2-460-RXRP

THIS IS IT!!!!!!!!!!!!!!!!!!!!
 BREAKING EVERYWHERE!!!!!!!!
 YEAR'S HOTTEST YET!!!!!!!!!!
 A REAL SMASH!!!!!!!!!!!!!!!!

THE ORIGINAL & HIT VERSION

I'LL NEVER SMILE AGAIN

BY THE WANDERERS

CUB RECORDS

K9094



NEW LP RELEASES

This listing of key LP's being released by manufacturers is intended as a buying guide for dealers and distributors. We will endeavor to list new LP releases as far in advance as practicable.

CAPITOL

COME SWING WITH ME—Frank Sinatra—W-1594, SW-1594 (7-31)
 POLYNESIAN FANTASY—T-1595, ST-1595 (7-31)
 KATZ AT THE U.N.—Mickey Katz—T-1603, ST-1603 (7-31)

ANGEL

SCHUBERT: PIANO QUINTET IN A MAJOR—COLH 40 (7-31)
 DAME NELLIE MELBA—COLH 125 (7-31)

RIVERSIDE

PERCY HUMPHREY'S CRESCENT CITY JOY MAKERS—RLP 378, S 9378 (7-31)

PETER BOGACE—RLP 379, S 9379 (7-31)

WORLD WAR II—VOICES AND SOUNDS—7511-12 (7-31)

WITNESS: HIGHLIGHTS OF CONGRESSIONAL INVESTIGATIONS—7513-14 (7-31)

SOUNDS OF SPEED—RLP 56 (7-31)

MERCURY

SMETANA: THE MOLDAU (and other selections)—London Symphony Orchestra (Dorati)—MG 50214, SR 90214 (7-24)

LOEFFLER: DEUX RHAPSODIES (and other selections)—Eastman Orchestra (Hanson)—MG 50277, SR 90277 (7-24)

TRY A LITTLE TENDERNESS—Frank D'Rene—MG 20497, SR 60174 (7-24)

SWING SOFTLY—Red Prysock—MG 20512, SR 60188 (7-24)

WORLD'S GREATEST WALTZES—Clebano Strings—MG 20577, SR 60237 (7-24)

MOVIN' EASY—Jazz Renaissance Quintet—MG 20605, SR 60605 (7-24)

MY HEART SINGS—Sarah Vaughn—MG 20617, SR 60617 (7-24)

SOMEONE'S WATCHING OVER YOU—The Plainmen—MG 20625, SR 60625 (7-24)

GOLDEN HITS—Tiny Hill Ork—MG 20631 (7-24)

TALES OF THE BAYOU—Cajun Pete—MG 20633, SR 60633 (7-24)

BROADWAY BONGOS AND MR. B—Billy Eckstine—MG 20637, SR 60637 (7-24)

DANCE WITH DAMITA JO—MG 20642, SR 60642 (7-24)

FOLK TALENT & TUNES

By BILL SACHS

Jim Denny Artist Bureau, Nashville, reports arrangements have been completed by Lucky Moeller for Hank Snow and The Rainbow Ranch Boys to sail to Germany of the Queen Elizabeth July 26. Hank is booked to make 22 personal appearances in 12 days. The boys accompanying Hank on the trip are Chubby Wise, Howard White, Ray Smith and Earl White. Negotiations are also under way for Hank and the Rainbow Ranch Boys to make personal appearances in France. The group will return to the States August 21. . . . Marty Martel, "D" recording artist, and his personal manager, Carl Day, are readying a promotion tour to promote Marty's latest release, "Between the Devil and the Deep Blue Sea." C.&W. jocks may get a sample of the release by writing to Carl Day, Box 151, Coshoccon, Ohio.

Connie Hall, c.w. artist on Decca, was in New York the week of July 3, promoting her new waxing, "Fools Like Me." b.w. "Lonely as Anyone Can Be." Connie guested on "Grand Ole Opry" Saturday (15). DeeDee may write to Connie at 5 W. Maple, Fort Mitchell, Ky., or Hubert Long, 616 Exchange Building, Nashville, for samples of the record. . . . Skeeter (Davis) and Ralph Emery dropped in at WNOP, Newport, Ky., recently. Ralph was in town promoting his newest Liberty release, "Hello Fool," an answer record to "Hello Walls."

Kathy Dee, WVVA Jamboree vocalist, is still picking up heavy spins on her B-W release "Trail of Tears" b.w. "Ways of a Heart." The record is now being distributed in Canada on the Rodco label. Together with her manager, Quentin Welty, Kathy journeyed to the Bradley Studios, Nashville, July 11, for a singles and album session. . . . Kenny Biegs, singing-swinging B-W record guitar man, is getting plenty of action in the Wheeling, Youngstown, Cincinnati, Akron-Canton area on his current release "Swingin' Swanee Rock." A note to B-W Records, Box 337, Wooster, Ohio,

will bring DeeDee a sample copy of the record.

Billman Franks, 604 Commercial Building, Shreveport, La., invites DeeDee to write in for copies of Claude King's new Columbia release, "Big River, Big Man" b.w. "Sweet Loving"; Billie Jean Horton's "Ocean of Tears" b.w. "Don't Take His Love From Me" (20th-Fox); Mitchell Torok's "Eating My Heart Out" b.w. "El Tigre" on Mercury; Margaret Lewis' Ram waxing of "John De Lee" b.w. "Something's Wrong"; Jimmie Davis' "Get On Board, Little Children" b.w. "Twenty-One" on Decca; and Rex Allen's Mercury release, "Marines, Let's Go." Put your request on your station's letterhead. Last week we erroneously associated Claude King's name with the tune, "Cup of Coffee." It should have been his new release, "Big River, Big Man."

JATHER REALLY GOING TO POT

MINNEAPOLIS — Jather Distributing here is letting things go to "POT" and finding the move most profitable for himself and his dealers. Jack Taylor, Jather boss, has initiated Proof of Turnover and reports that in the first month, many participating dealers are up over 100 per cent in their buying.

POT is based upon a set of 40 divider cards, supplied to participating stores. Each card carries the name of an artist on one of the labels which Jather carries. The reverse side of the card carries a tabular column arrangement so that the Jather salesman working the account can keep an easy inventory control sheet for reference whenever he's selling.

Thus far, Taylor reports success that by fall he'll expand the 40 divider card system of actually showing dealers their turnover to an 80-card system.

MR. JUKE BOX OPERATOR!

FOR CATCHING THE COINS, HERE ARE FIVE STEREO SINGLES, DESIGNED WITH YOU IN MIND!

Vassar Records is different from all other labels, because we're aware of the operator's problem—namely, the scarcity of singles for the adult market, the decline in profits ops have suffered because of "Top Forty" programming and the lack of stereo singles for stereo boxes. Here, we feel, is the answer to your problem, as all the singles in this package were designed to sell in busy locations under actual operating conditions!

NORMA RIVERS

WHISPERING
and
MY HEART
KEEPS
CRYING
FOR YOU

Vassar #3116



TILL WE
MEET
AGAIN
and
BEER
BARREL
POLKA

Vassar #3117

LUCK TO YOU DEAR
and
THEN I SHED
A TEAR
SHAYNE HUNTER

Vassar #3115

LA CUMPARSITA
and
AYE AYE AYE
DOM DAVILIO
AND HIS ORCHESTRA

Vassar #304

ORDER FROM YOUR LOCAL ONE-STOP, OR
FROM THESE LOCAL DISTRIBUTORS TODAY!

DEE CEE DIST. INC.
ALBANY, N. Y.
MARNELL DISTRI.
BALTIMORE, MD.
DUMONT DISTRI.
BOSTON, MASS.
METRO RECORD DIST.
CORP.
BUFFALO, N. Y.
COSMAT DISTRI.
CHICAGO, ILL.
TRANS AMERICAN
DISTRI., INC.
CLEVELAND, OHIO
COSMAT DISTRI.
DETROIT, MICH.
COSMAT DISTRI.
LOS ANGELES, CALIF.
JOHN O'BRIEN DISTRI.
MILWAUKEE, WIS.
DEE CEE DISTRI.
MINNEAPOLIS, MINN.
NEW YORK, N. Y.
PENWAY RECORDS
PITTSBURGH, PA.
UNIVERSAL RECORD DIST.
PHILADELPHIA, PA.
RECORD MERCHANTS
ST. LOUIS, MO.
TONE DISTRI.
HIALEAH, FLA.
SOUTHLAND DISTRI.
ATLANTA, GA.

HUFFINE DISTRI.
SEATTLE, WASH.
GREAT WESTERN DISTRI.
SALT LAKE CITY, UTAH
TELL MUSIC DISTRI.
MADISON, WIS.
SOUTHERN RECORD DIST.
NASHVILLE, TENN.
M. R. KRUPP DISTRI. CO.
EL PASO, TEXAS
M. R. KRUPP DISTRI. CO.
PHOENIX, ARIZ.
INDIANA STATE DIST.
INDIANAPOLIS, IND.
STANT'S RECORD SHOP
BIRMINGHAM, ALA.
MUSIC SERVICE CO.
GREAT FALLS, MONT.
A. & I. RECORD DIST. CO.
CINCINNATI, OHIO
R. & H. DISTRI.
OKLAHOMA CITY, OKLA.
UNITED RECORD DIST. CO.
HOUSTON, TEXAS
F. & P. ENTERPRISES
CHARLOTTE, N. C.
TRINITY RECORD DIST.
CORP.
HARTFORD, CONN.
APEX MARTIN REC.
SALES, INC.
NEWARK, N. J.

A & R'd by Lew Douglas who gave you "SO RARE" with Jimmy Dorsey, "CONFESS" with Patti Page, "PAPER KISSES" with Lola Doe, "YOUR CHEATING HEART" with Joni James and many others.

Packages of these singles are available in both mono & stereo. Package #3000 (M), #3000-5 (S)



1619 Broadway, New York, N. Y. • Phone: Circle 6-2271

DEALERS, DJ's, JUKE BOX OPERATORS, RACK OPERATORS, ONE STOPS!

WIN CAPITOL'S SINGLES SWEEPSTAKES CONTESTS

UP TO \$10,000 IN CASH & PRIZES

EIGHT CONTESTS! A NEW CONTEST EVERY OTHER WEEK!

It's a cinch to win. Here's all you have to do. Just check the list of ten hot Capitol single records listed below. Then rank them in the order you think they'll sell next week. Check them off, guess at the sales figures for your number one choice only and send in

the entry. Simple as that. You can enter every contest. Should you win one week, you're still eligible to enter another contest 2 weeks later. Here are the prizes, official rules, entry blank, and hints. The rest is up to you . . . and you can win \$500 in each contest!



FIRST PRIZE \$500 in cash!

One winner every contest!



2ND AND 3RD PRIZES

Second Prize is the fabulous Capitol Tri-Fi Automatic Stereo Phonograph! Model 1321 Capitol's finest portable. Biggest sound you've heard in a stereo portable. Third Prize is Capitol's Stereo Portable Model 126, with detachable speakers.



4TH THROUGH 10TH PRIZES

Sets of ten Capitol albums, featuring Nat "King" Cole, Peggy Lee, Frank Sinatra, The Kingston Trio, and many other top Capitol recording stars.

HELPFUL HINTS

ON THE NATIONAL CHARTS *****

HILLBILLY HEAVEN, Tex Ritter—Moving up rapidly on the Billboard, Cash Box, Music Vendor and Music Reporter pop charts, and is now No. 10 on the Cash Box C & W and No. 11 on the Billboard C & W.

HELLO WALLS, Faron Young—Maintaining good chart positions on all national pop and C & W charts, and looks like a long-time seller.

TAKE A FOOL'S ADVICE, Nat King Cole—Breaking all charts and climbing fast. Moved up in Billboard and Cash Box this week, and is listed as "Upcoming" in Music Reporter.

PICKED TO BE HITS *****

MY DREAM COME TRUE/STRANGE DESIRE, Jack Scott—Billboard "Spotlight Winner" and Cash Box "Pick of the Week," July 17th.

WILLOW TREE/TAKE A LOOK, Ferlin Husky—Billboard "Spotlight Winner," Cash Box "Bullseye," and Music Reporter "Scoop," July 17th.

REGIONAL BREAKOUTS *****

HERE IN MY HEART, Al Martino—Billboard lists this side as a "Regional Breakout" in the Baltimore-Washington area.

THE WAY YOU LOOK TONIGHT, The Lettermen—A West Coast smash and breaking in the Mid-West.

DESTINED TO TOP "WINGS OF A DOVE"

Ferlin Husky's latest release . . .

WILLOW TREE b/w TAKE A LOOK

Record No. 4594

FIRST CONTEST WINNERS!!!

1st PRIZE OF \$500.00 CASH—
HARRY REMPE
Rempe Music House
Fort Madison, Iowa

2nd PRIZE—
ADELA BAHAL
Wrights Music Store
Wausau, Wisconsin

3rd PRIZE—
CORDON C. PELZEK
Radio Doctors
Milwaukee, Wisconsin

ENTRY BLANK

FOR SALES JULY 28-AUGUST 3

Check the list of ten hot Capitol singles releases listed below. In the boxes at the left, rank them in the order you think they'll sell next week. For your number one choice only, guess at the sales figure in the space at the right of the listing. Send the entry blank to Capitol Singles Sweepstakes Contest, Box 73, Hollywood 51, California.

<input type="checkbox"/> BONE SHAKER JOE The Edsels—4588	<input type="text"/>
<input type="checkbox"/> HELLO WALLS Faron Young—4533	<input type="text"/>
<input type="checkbox"/> HERE IN MY HEART Al Martino—4593	<input type="text"/>
<input type="checkbox"/> HILLBILLY HEAVEN Tex Ritter—4567	<input type="text"/>
<input type="checkbox"/> I STOLE YOU AWAY Janie Black—4592	<input type="text"/>
<input type="checkbox"/> JUNK YARD Mike Roncano—4589 P	<input type="text"/>
<input type="checkbox"/> MY DREAM COME TRUE Jack Scott—4597	<input type="text"/>
<input type="checkbox"/> TAKE A FOOL'S ADVICE Nat King Cole—4582	<input type="text"/>
<input type="checkbox"/> THE WAY YOU LOOK TONIGHT The Lettermen—4586	<input type="text"/>
<input type="checkbox"/> WILLOW TREE Ferlin Husky—4594	<input type="text"/>

NAME

ADDRESS

CITY/STATE

AFFILIATION

MUSIC AS WRITTEN

Continued from page 6

One of his vocal groups, the Sheppards (Wes), is currently appearing weekends at Joliet's Club 99.

Kathy Jean and the Roomates (Valmor) were in town recently while on their Midwest promo tour. Though Kathy and the Roomates originally recorded together as one vocal group, they have since split and are appearing as two separate acts. Their latest stint was in Asbury Park, N. J., over the week-end (15-17). . . . Nana Records recently signed twins Ellen and Ellen Reagel to a recording contract. The young duo cut their first single last week. . . . Jimmy Reed (Veclay) and the Platters (Mercury) recorded some sides last week at Universal Records Studio. . . . Vocalist Nina Gaylo held a singles session also, cutting a ballad and a c.&w. tune. Tim Gayle, Nina's manager, has formed "Tim Gayle's Preview Enterprises" which will concentrate on record production and deejay promotion. . . . Finnacle Recordings has just signed a contract with Deutsch Grammophon Gesellschaft, Hamburg, Germany, for its release of Franz Jackson's LP "A Night at Red Arrow" in European countries. Nick Buro.

John Domanian, Columbia Records promo man, returns to Capitol Records, effective August 1. Domanian will act as Capitol's singles promo man for the Chicago and Milwaukee areas. He previously had been affiliated with Capitol during 1954-1958. . . . Bill Sheppard, Pam Records, reports that his Pam, Nat and Wes labels are now distributed through Summit Distributors here. One of his vocal groups, the Sheppards (Wes), is currently appearing weekends at Joliet's Club 99. . . . Ellen and Ellen Reagel, twin vocalists, recently cut their first single for Nor Records. . . . Jazz vocalist Gayle Stevens is set for a singles session at the new International Recording Studios next week.

Tim Gayle, Stevens' manager, has formed "Tim Gayle's Preview Enterprises" which will concentrate on record production and deejay promotion. . . . Dave Oshlan, Dean Electronics, New York, was in town last week for the NAIM Convention. He and Mrs. Oshlan recently celebrated their 50th wedding anniversary with a blast at Boulevard Regal Park, New York. . . . Jay Biegel, Detroit, is now in partnership with Sammy Kaplan—former record promo man. Biegel was formerly employed by Walter M. Drake, head of A&R Distributing, Detroit.

Ray Ellis, RCA Victor a.&r. man and recording artist, was a recent visitor with Stan Pat, RCA's Midwest director of radio-

TV relations. While here, Ellis combined promo work for his latest LP and single, with new talent auditions. . . . Jackie Vernon, young (29) comic with a lot of punch, just signed with Sid Epstein of the William Morris agency here. . . . Vernon, who appeared at Chi's Playboy Club, is slated for a Bermuda stint, then on to Buffalo's Glen Casino with Paul Anka. . . . Comedy team Burns and Carlin are set for the Steve Allen TV show this fall (ABC). The pair just closed at Toledo and open next at the Palace Gardens in Flint, Mich. . . . Phillis Diller, comedienne, has signed with Verve. . . . Candlelight Dinner Playhouse bows a new experiment in theatergoing and dining for Chicago. Young producer William Pulliam, who originated his idea in Washington, has taken an old barn-like structure and fixed it up to accommodate tables and a small stage. Patrons come for dinner and drinks, then watch legitimate theater from comfortable tables. Idea is to present a variety of theatrical entertainment—musical and drama—with all live talent. . . . Currently at the Playhouse are the Danny Apollinar trio; Wick and Brand, comedy team; comedienne Penny Malone; the Three Young Men, folk singing group; Patti Leeds, blues singer, and vocalist Ron Klich. Gloria Manlong.

Pittsburgh

Bob Quinn, manager of the nearby Clement (N. J.) Theater turning show promoter with a series of four fall dates at Camden, N. J., Convention Hall with Liberace, Elsa Manchester, Harry Belafonte and Charles Langston. . . . Jimmy Toppl adding a third local ballroom to his local operations in taking over the Moose Hall which will be completely re-styled. Already operates the White Orchid and the Imperial ballrooms. . . . Don Rendale now setting up the rhythms at Smiley's-on-the-Boulevard. . . . Pianist Ben Greenblatt will be in charge of the orchestra aboard the S. S. United States this summer, set for the assignment by Meyer Davis.

Jim Winston, Columbia branch manager and his publicity aid, Solly Solomon, returned from Atlantic City where they attended a regional sales meeting. . . . Cee Cee Joy's latest Columbia single, "Dribble! Around" b/w "It's All Over Now," looms as a big one in this area. Cee Cee was featured at the second "Sing-A-Long" show sponsored by KDKA-Radio July 15 at the North Hills Shopping Center.

Brian Hyland spent a day here plugging his latest ABC-Par waxing, "Let Me Belong to You," hosted by Jay Camilli, newly appointed ABC-Par publicity man for this area. . . . Jimmy Brown, the King Record star, will headline a show at the Town

(Continued on page 12)

OFFICIAL CAPITOL SINGLES SWEEPSTAKES CONTEST RULES

1. Listed are ten Capitol single records currently on release. Based on your knowledge of industry trends, guess the correct consecutive order of these ten Capitol singles from No. 1 on down, according to their national popularity as determined by gross Capitol branch sales to all outlets during the period July 28 through Aug. 3, 1961.

2. After estimating the consecutive order of anticipated sales rank of these ten singles for the time period mentioned above, you are then to guess the total number of records that you feel your No. 1 choice will sell through Capitol branches to all outlets during that same period, and enter this figure in the space provided. In the event two contestants have listed the same number of records in their proper consecutive order, the contestant whose figure is closest to the actual sales figure for the No. 1 best-selling single during the period stated above, will be declared the winner; and if two such contestants guess the same closest sales figure, duplicate prizes will be awarded.

3. Entries must be submitted on the official entry blank in this ad. Mail all entries to: Capitol Singles Sweepstakes Contest, Box 73, Hollywood 51, California. Entries must be postmarked on or before July 30, 1961, and received on or before Aug. 4, 1961. Winners for this week's contest will be announced in Billboard and Cash Box on or about Aug. 21, 1961.

4. Judging of entries will be supervised by the nationally famous contest division of the Reuben H. Donnelly Corp., with sales statistics certified by a national auditing firm.

5. This contest is open to all categories of record dealers and their employees, radio station personnel, and members of allied industries, except persons residing in areas where such contests are prohibited, taxed, or otherwise regulated by law, and except employees of Capitol Records, Inc., its subsidiaries, distributors, advertising agencies, and Reuben H. Donnelly Corp., or their families.

6. By submitting your entry in this contest, you agree that no claim of any kind, either in connection with the outcome of this contest or otherwise, will be made by you or on your behalf against Capitol Records, Inc., or any of its subsidiaries or advertising agencies. Any submitted entry not complying with each or all of the above rules will be considered ineligible. Judge's decision will be final. No entry can be returned.



©CAPITOL RECORDS, INC.

How to make your money grow up with your family

They'll need more than money. They'll need a powerful money to grow up in U.S. Savings Bonds are shares in a stronger America. Buying them helps your country assure freedom's security.

The only bills that don't grow right along with your kids are dollar bills. But you can make your dollars grow too—by investing them in U.S. Savings Bonds. Say you start to pay \$6.25 a week into U.S. Savings Bonds when your daughter is three years old. By the time she's in high school—and wants shoes and dresses—and the beauty shop for herself instead of her doll—you'll have close to \$3,900 to help you meet these "growing-up expenses." And over \$600 will be earned interest.

Why U.S. Savings Bonds
Make Good Saving Sense

• You invest without risk - You now earn 3½% interest to maturity - You can save automatically on the Payroll Savings Plan - You can buy Bonds at any bank - Your Bonds are protected against loss, fire, even theft - You can't lose your money - You save more than money—you buy shares in a stronger America.

You save more
than money with
U.S. Savings Bonds

All the Flavor of a Hit!!! DOES YOUR CHEWING GUM LOSE ITS FLAVOR

(on the Bedpost Overnight)

by
LONNIE DONEGAN
and his Skiffle Group

MILLS MUSIC, INC., N. Y. C. 19

Say You Saw It in
Billboard Music Week

MUSIC, MUSIC, MUSIC

THE SENSATIONS arpa 5391

STOP RIGHT NOW

THE VIBRATIONS checker 987

TEENAGE TROUBLES

JACKIE WEAVER chess 1797



CHESS
2120 S. Michigan
Chicago 8

A BMW BEST BUY

and already
37 ON
HOT
100

"HAT'S WHAT GIRLS ARE MADE FOR"

Tri-Tri

RECORDS

592 Farnsworth
Detroit 2, Mich.

THE SPINNERS

TRI-PHI 1001

tri-phi's second hit's breaking!

"CARRY YOUR OWN LOAD"

JOHNNIE AND JACKIE

tri-phi 1002

The Most Important Release in ATCO'S History!

Ben E. King
AMOR
and SOUVENIR OF MEXICO

atco 6203

A Lesbian-Beiler Production

The Coasters
GIRLS, GIRLS, GIRLS

A Lesbian-Beiler Production (Sides 1 & 2)

atco 6204

Jorgen Ingmann
MILORD
and
OCEANS OF LOVE

atco 6205

ATCO
RECORDS

HIGH FIDELITY now offers your customers broad coverage
of new audio equipment, new records and tapes,
exciting personalities in music.

And it offers you two important new areas of profit:

1.—You buy copies for 36¢, sell them for 60¢...
make a 40% profit on each sale.

2.—The editorial material and the advertisements
in **HIGH FIDELITY** help bring your customers
into your store again. **HIGH FIDELITY** stimulates
them to buy what you sell.

A New Jersey dealer reported selling \$400 worth of stereo
equipment to a customer who came in for **HIGH FIDELITY**.
Look his copy home, read the Hi-Fi Reports section and came
back to buy three of the items reported on. ... An Illinois
dealer told of selling a **HIGH FIDELITY** buyer some new
record releases included in the magazine—before the cus-
tomer left the store!

EXTRA PROFITS FOR RECORD AND COMPONENT DEALERS

For a few square inches of display space on your counter
you can net hundreds of extra dollars.

high fidelity

So fill out the handy order form below
and mail it today. The sooner you do it...
the sooner the profits begin.

TO: **HIGH FIDELITY**, The Publishing House, Great Barrington, Mass.

Please send me, each month, _____ copies of **HIGH FIDELITY**.
(Retail price: 60¢, I pay 36¢; minimum order: 5 copies)
I will pay within 60 days.

Store _____

Address _____

Signature _____

WITH THE COUNTRY JOCKEYS

By BILL SACHS

"I'm still programming eight hours of country music daily and still getting results from the sponsors," typewrites Tom Reeder, general manager, and deejay at WYAL Radio, Scotland Neck, N. C. "We are opening two new stations, WDWL, Ashland, Va., which will serve the Richmond, Va., market, and WARI, Abbeville, Ala., and I plan to program eight hours of country music daily on each of these stations." Tom says biggest response at the moment is coming from Bill Anderson's "Po Folks," George Jones' "Tender Years," Warren Smith's "Old Lonesome Feeling" and Bill Carlisle's "Have a Drink on Me."

Johnny Duane, c.w. jock and director of country music at Station KWOC, Chickasaw, Okla., has resigned his post there to take a similar position with KOJM, NBC outlet in Havre, Mont. Duane is in charge of all c.w. programming at KOJM, in addition to scripping as farm director of the station, and asks that artists and diskies revise their mailing lists to have records reach him at KOJM, P. O. Box 70, Havre, Mont. Johnny programs three hours of c.w. music 8-11 p.m., Mondays thru Fridays. ... Tommy Good plans that he's still playing c.w. music at KCKC, San Bernardino, Calif., but that he's now doing many of his programs from Long Beach, Calif. He asks that the artists and record firms cancel his personal listing in San Bernardino and change his address to Box 5393, Long Beach 5.

"I've just returned from a vacation in Nashville," writes Charlie Grant, of KSIW, Woodward, Okla., "and I'm convinced that the nicest people in the world live there. And they're in the music business. We visited many publishers and artists and they all went out of their way to make us feel at home. I took my tape recorder and got loads of dandy interviews for my shows. I learned many things there that will help me tremendously with my record shows."

Churchill Stereo Files Offer for 105,000 Shares

WASHINGTON — Churchill Stereo Corp., a Brooklyn firm which assembles stereo, hi-fi, radio and TV units into console furniture, and sells them to or separate parts, through its retail outlets in the New York metropolitan area, has filed a stock offering with the Security and Exchange Commission. The company plans to promote a line of stereo and hi-fi products under the name "Churchill."

SEC was the offering would register 105,000 shares of common and a like number of attached 5-year warrants, to be offered in units of one share and one warrant, at \$3.60 per unit. Warrants are exercisable at from \$3.60 to \$5 per share. Underwriters are headed by Lieberman & Co.

Net proceeds from the sale of units will go to finance new retail outlets, discharge loans, and develop and promote a line of hi-fi and stereo cabinets and component parts under the name "Churchill." Jack Duhler, president, and Bernard Dubler, treasurer, own 62,500 shares each out of 140,000 shares of common outstanding, with current book value of 86 cents per share.

MUSIC AS WRITTEN

Continued from page 11

House night club August 6, sponsored by Sir Walter Raleigh, the WAMO deejay.

Pittsburgher Adam Wade returns "home" August 21 for a two-week date at Holiday House. ... Timi Yore spent the weekend here in behalf of her Liberty Record smash, "Hurt." ... Lon Walker, King branch manager, and Jim Spence, his publicity aid, who formerly produced the Jay Michael TV "Handstand" show, report that Bobby Lewis' "Tossin' and Turnin'" is zooming in sales here.

The success of the movie, "The Guns of Navarone" at the Gateway Theater has spurred sales of the Columbia sound track LP here. ... A survey of local distributors shows the following records with strong potential: Earl Grant's "Ebbtide LP" (Decca); Della Reese's "A Far, Far Better Thing" (RCA Victor); "Paco Peco," the Linnelliers (RCA Victor); "Carnival," original cast (MGM) LP and "Theme From Come September," Bobby Darin (Atco). Leonard Mendowitz.

Nashville

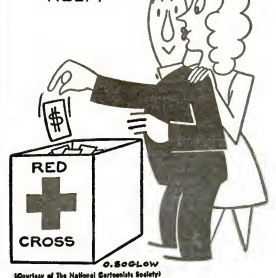
Jim and Mary Reeves, who've been living it up Texas-style, returned here Friday (21) from their home State vacation. ... Hank Snow set sail right away for month's string of dates in Germany. ... Owen and Charlie Bradley and engineer Glenn Snoddy leave Tuesday (25) for Desert Ranch Motel, St. Petersburg, Fla., where they will record organist Leroy Dee for Decca. ... Bradley Studio's Ruby Strange is recuperating in a local hospital. She's the sister of studio's Owen, Harold and Charlie Bradley. ... Chet Atkins, who has directed a heavy schedule of Victor dates recently, was in Chicago last week at the Palmer House for the Gretsch Guitar Show. Artist designs guitars for the Gretsch company. From the Windy City, Chet flew into New York Sunday (23) for an RCA Victor general sales meeting. ... Eddy Arnold has been at Vice-President Lyndon Johnson's Texas ranch recently. ... Joyce Gray, Jim Reeves' secretary, was visited last week by her mom, Sue, who hails from Pewee Valley, Ky.

Ann-Margret was in RCA Victor Studio Saturday (5) for a session directed by Chet Atkins. ... The Browns are scheduled for a religious album session for Victor July 28. ... Johnny Forbes, new folk artist for RCA Victor, completed an album at Victor Studio here last week. ... Hank Locklin's hot new Victor release is "You're the Reason" c/w "Happy Birthday to Me." ... Capitol's Bertie Hasty was in Bradley Studio for a session July 9. ... Owen Bradley directed a string of dates for Decca recently at Bradley Studio. Artists included Johnny and Jack (12), Connie Hall (13), Carl Bevel (14), Bill Anderson (18), Wilburn Brothers (19-20) and Webb Pierce (22). ... Faron Young cut session for Capitol at Bradley Studio July 19. ... Mercury's Clyde McPhatter was scheduled into Bradley Studio for a closed session Friday (21). ... Lovett Brothers and Johnny Dwyer are scheduled for Capitol sessions this week at Bradley Studio. ... Owen Bradley and Harry Silverstein were in New York Sunday (23) for a Decca sales meeting.

Philadelphia

Top Flight Record Company, a newcomer to local labels, is under the aegis of Clifford Brinkley and Margaret Copley. ... Four Sportsmen, introduced via record with their release of "Pitter Patter," are under the personal management wing of Harold B. Robinson, head of Girard Chevrolet, one of the town's largest auto dealers. ... Barry Abrams, who just shelved records to become road manager for Chubby Checker, announced he will middle-aid it with Renee Newman. ... Rock'n Records still another label setting up shop locally has Reginald Morrison, John Hudson and James M. Ross at the helm. ... The Tommy Ferguson album, "Danceable Deviland," was waxed live at Drexelbrook Club here by Richmond Records. Maurie H. Orodener.

GOOD THINGS
HAPPEN
WHEN YOU
HELP!



FIRST THINGS FIRST
THE FIRST LADY OF SONG
THE FIRST HIT
OF THE SUMMER

MR. PAGANINI

SUNG BY

VERVE VK10237

ELLA FITZGERALD



THE FIRST LADY OF SONG IS ON VERVE RECORDS

WE WANT LETTERS! Get your hands on this blockbuster right now! A FREE box of 25 records will be sent to the first 100 ops and 100 dealers who write to Ella, Verve Records, Box L 1540 Broadway, N.Y. 36, N.Y.

SEEKING ATTENTION

Hot Weather Moves
D.J.'s to Spot in Sun

Continued from page 1

agement edict. The stunt, tied in with a local department store, involves a contest asking listeners to vote for the CKWX deejay who looks best in shorts. The Canadian station also recently staged a five-hour "Day at the Beach" promotion, which was attended by more than 12,000 people. Top recording artists were present, plus three local rock and roll bands.

Bill Bennett, WLGL, Minneapolis

AGVA to Hit
Philly Record
Hops Tactics

PHILADELPHIA—The deejay record hops, long a sore spot for radio distributors and recording artists here, are now making Phil Rindone do a slow burn. Rindone, local branch manager of the American Guild of Variety Artists, announced this week that his office was preparing to crack down on disk jockey record hops in this area.

"Some of them are working acts as often as three times a night," said Rindone. "We're going to insist on payment for the artist whenever an admission is charged. They tell me certain disk jockeys can't play a singer's record even if the singer wants to because their list of recordings is handed to them from the front office. But they still force performers to appear."

According to some local distributors, it is no secret that many artists making the rounds of the deejay record hops here can't even get their disks played on the jockey's stations. However, the artists hope is that by getting a plug for their record—even if it's not actually played on the air—the exposure will ultimately create a local sales demand for the disk, thereby landing it on Philly station programming schedule in the future.

lis, is currently running a "Knobby Knees Club" on his morning show. He asks his fem listeners to submit the names of husbands or boy friends who qualify for membership. Each day Bennett makes a daily drawing and awards a pair of Bermuda shorts to the winner.

Musical programming is also affected by the weather. For instance, Red Robinson of CKWX, Calgary, writes: "This is one of the hottest summers on record according to the weather bureau, but it's cool for the turntables. Sure, we have hits, but compared to last year's hit list it's a dull summer." In line with this, Robinson played the current top 40 hits back to back with the top 40 from the same week last year. The stunt, notes Robinson, "pointed out the lack of good material this year, and caused a lot of reaction from listeners."

Ed King, KDKA, Pittsburgh, last week recalled "the sounds of weather" in five nostalgic nightly 10-minute features. Re-created (through records and narration) on successive nights were a concert in the park, a circus, a front-porch song-fest, an evening on the lake and a church picnic. Disks used included waxings by the Paul Lavalle Band and various barbershop quartets.

Station KDKA is also celebrating summer by offering the public free "Trip Tips" leaflets (listing recreation spots within a 200-mile radius of Pittsburgh) and litter bags. The litter bags feature copy which lists KDKA jockey shows and urges motorists to "travel with KDKA Radio."

The CBS radio network designed a special seasonal promotion campaign—"Radio's Fun—Anywhere Under the Sun"—to help its affiliates increase their summertime listening audiences. The kits included 15-minute promotional spots including special seasonal jingles, and a set of announcements involving the use of current hits and standards. Integrated into the copy are such appropriate oldies as "Heat Wave," "Sunny Side of the Street," "In the Good Old Summertime," "Lazy

(Continued on page 12)

PROGRAMMING
PANEL

THE QUESTION

Which of the young recording artists of today do you think will have obtained the status of Crosby or Sinatra by 1970?

THE ANSWERS

STAN KARAS
WDON, Wheaton, Md.

Only one young singer, to my way of thinking, could fill the bill of Sinatra and Crosby by 1970. That is Bobby Rydell. Being close to Bobby for some time now, I have seen his claim to fame rise from recordings, TV appearances and now night clubs, including New York's Copa. At 18, with all this talent, his success and following should be more than triple by 1970.

BOB ARMSTRONG
WBW, Belleville, Ill.

Frankly, I doubt that any now going will attain the musical and purely professional stature enjoyed by Crosby and Sinatra. Possibilities, though, are in Ross, D'Rone, Blomone, Henderson, Williams—on the basis of their talent. Of course, Torme, Cole and Davis are already up there. The Prellies and Darins will probably make it dollarwise, but then so did Lombardo. It all depends on how one measures talent and success.

BILL GREGOR
WWBZ, Vincennes, N. J.

I think that Bobby Rydell has a good chance to reach by 1970 the stature of Crosby or Sinatra. The reason I say Rydell is because I have seen him in action at the Steel Pier and other places and he can hold any type of audience. He is very versatile, and yet he is Bobby Rydell—no "any one" or anything phony about the boy. My nomination goes for Bobby Rydell.

AL TRILLING
Music Manager
WNEW, New York

Besides a good voice, I study their personality, way of selling a lyric, ability to perform, and audience appeal. Steve Lawrence meets all these requirements—a true artist with appeal to all ages. Bobby Darin's inimitable style and many talents should establish him with all age groups. Others who show great promises are Andy Williams, Brook Benton and Jimmy Rodgers. In the female department, Eydie Gorme, Connie Francis and Brenda Lee have all the requirements.

ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.

THE JIVE FIVE

The vocal group known as The Jive Five is comprised of Billy Prophet, Richard Harris, Norman Johnson, Jerome Hanna and lead singer Gene Pitt. They all come from the same neighborhood in Brooklyn, N. Y., and have been singing together for more than two years.

The boys wanted to create a new sound in vocal groups. When they felt they were ready to display their talent, their manager Oscar Walters, arranged for the group to audition for Joe Rene, a & z chief of Belltone Records. Rene immediately signed The Jive Five to a recording contract.

"My True Story," their debut disk for the Belltone label, was written by Gene Pitt, their lead singer, and is rapidly moving up on the Hot 100.

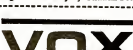


CLAUDE KING

The newest vocalist to hit the charts from Columbia Records is Claude King. He was born in Shreveport, La., spent his childhood in a rural atmosphere and went to both country and city schools.

He purchased his first guitar from a farmer for 50 cents when he was twelve years old. King's songwriting talents also began at an early age. He attended the University of Idaho and went to business college in Shreveport, but baseball and football were his favorites. He also likes to fish and hunt.

King's initial release for Columbia tagged "Big River, Big Man" has already broken into the Hot 100. Claude King is managed exclusively by Tillman Franks Enterprises.



La. During his school years he participated in all types of sports, but baseball and football were his favorites. He also likes to fish and hunt.

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YESTERYEAR'S HITS

Change the year of programming from your library's shelves, featuring the disks that gave the hottest in the field five years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

POP—5 Years Ago

JULY 28, 1956

1. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
2. Wayward Wind, Gogi Grant, Eps
3. I Almost Lost My Mind, Pat Boone, Dot
4. My Prayer, Platters, Mercury
5. Morn, Perry Como, RCA Victor
6. What Ever Will Be Will Be, Dorey Day, Capitol
7. Be Bop A Lula, Gene Vincent, Capitol
8. I'm In Love Again, Fats Domino, Imperial
9. Allnight Moon, Patti Page, Mercury
10. Born to Be With You, Chordettes, Cadence

POP—10 Years Ago

JULY 28, 1951

1. Come Fly With Me, Rosemary Clooney, Columbia
2. You Young, Red King Cole, Capitol
3. Jeopardy, Frankie Laine, Columbia
4. Sweet Violets, Black Stars, RCA Victor
5. Hey High the Moon, Les Paul & Mary Ford, Capitol
6. Truly Truly Fair, Guy Mitchell, Columbia
7. I'm In Love Again, April Stevens, Columbia
8. Shanghai, Doris Day, Columbia
9. Rose, Rose, I Love You, Frankie Laine, Columbia
10. Lovell Night of the Year, Maria Laszlo, RCA Victor

RHYTHM & BLUES—5 Years Ago—JULY 28, 1956

1. Fever, Little Willie John, King
2. Big It Up, Little Richard, Specialty
3. Shoutin' in the Jungle, Cadeaux, Modern
4. Jawbreaker, Flash
5. Treasure of Love, Chas. McPherson, Atlantic
6. Cool Luck, Steve Miller, Mercury

1. Pledge, Pledge, Pledge, James Brown, Federal
2. Rhythm, I Love Her 30, Ray Charles, Atlantic
3. Love, Love, Love, Clancy, Atlantic
4. Let the Good Times Roll, Shirley and Lee, Mercury
5. Up on the Mountain, Hayti Muletto, Toy-Jay

(Continued on page 18)

LIGHTNING STRIKES TWICE !

AUGUST 8, 1960 The Billboard's Music Popularity Charts . . . POP SONGS

HONOR ROLL OF HITS

THE NATION'S TOP TUNES

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by The Billboard's weekly nationwide surveys.

FOR WEEK ENDING AUGUST 14

TRADE MARK REG.

RECORDING AVAILABLE

Calling Record Labels in Bold

1 **ITSY BITSY TEENIE WEEBIE YELLOW POLKA DOT BUNNY** **5**
By Verve Records-Published by Paces (ASCAP)

2 **IT'S NOW OR NEVER** **3**
By Capitol Records-Published by Capitol (ASCAP)

3 **ONLY THE LONELY** **7**
By Decca Records-Published by Decca (ASCAP)

4 **ALLEY-OOH** **9**
By Decca Records-Published by Decca (ASCAP)

5 **BECAUSE THEY'RE YOUNG** **11**
By Decca Records-Published by Decca (ASCAP)

AUGUST 8, 1960 The Billboard's Music Popularity Charts . . . POP RECORDS

The Billboard HOT 100

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5 **BECAUSE THEY'RE YOUNG** **11**
By Decca Records-Published by Decca (ASCAP)

ONE YEAR LATER:

LET ME BELONG TO YOU

b/w LET IT DIE

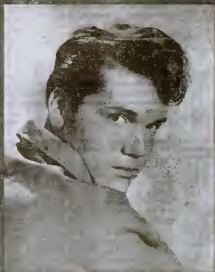
ABC-10236

BRIAN HYLAND

ABC-PARAMOUNT'S
NEWEST SINGING STAR

HITS AGAIN

ORDER 'EM NOW! ORDER PLENTY!
YOU'RE GONNA NEED 'EM ALL!



A
POGO
PRODUCTION

ABC-PARAMOUNT



BEST-SELLING PHONOGRAPHS,
RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturer, based on results of a month-long study using personal interviews with a representative national cross-section of record-phono dealers. A different price group is published in this chart each week.

The percentage figures shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of dealer. Only manufacturers earning 5% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN \$61 AND \$80

Position This Issue	Position 4/24/61 Issue	Brand	% of Total Points
1	6	Decca	18.3
2	1	Magnavox	15.3
3	7	Voice of Music (V-M)	12.2
4	4	Webcor	10.7
5	5	Zenith	7.3
6	1	Columbia	6.4
7	—	Phonola	6.1
8	—	Birch	4.9
8	3	Capitol	4.9
10	8	RCA Victor	3.7
		Others	10.2

NEW DEALER PRODUCTS

Braun Short Wave Phono Set

Clairetone of Canada has just concluded an agreement to market the imported German Braun line of radio receivers in the United States. Featured here is the Model SK-6 AM/FM, short-wave radio and stereo record player, table model unit. The unit employs a single extension speaker. Suggested retail price is \$189.95.



Retail price is \$99. Granco sets are marketed by Dumont Emerson.

Granco Bows Multiplex Set

Granco, one of the first firms to market an FM stereo multiplex receiver, has introduced this 19-inch-long table model. Satellite speakers can be extended as far as six feet from the set. Phono jack is included to receive the output of a stereo phonograph.



Telefone Portable Package



Featured promotional package in the new Telefone line consists of this four-speed amplified portable phono record carrying case for 50 disks, a record rack for 25 records, two 45 r.p.m. hit disks and an attractive counter display shipping container for impulse buying. List price for the complete package is \$29.95.

Sunpower Portable Radio

Hoffman Electronics has introduced this unique, sun-powered portable radio, Model 709. Sunlight striking the panel of silicon solar cells along the top of the set provides enough energy to run the set at full volume. The nine-transistor unit also includes batteries for use when sunlight is not available. The unit carries a suggested retail price of \$49.95.

Big Ad Budget
For Oct. Hi-Fi
Show in Philly

Continued from page 6

The Music Show will be held Friday, October 27, at the Benjamin Franklin Hotel.

The show is being sponsored by the Mid-Atlantic Chapter of the Electronic Representatives Association, Inc., and is the first ever sponsored by the representatives. It will be run on the basis of the Institute of High Fidelity Manufacturers—only manufacturers and their representatives will exhibit. No duplicating dealer exhibits will be permitted, and no exhibition or demonstration of products not represented in the show will be permitted.

Manufacturers have been allocated for newspaper advertising paid for by the show, as well as for the purchase of radio spot announcements, posters, direct mail pieces, cab signs, trolley and billboard displays, special promotional tie-ups through store displays, window exhibits and cooperative advertising.

Contests will be conducted with prizes of U. S. Bonds worth \$25 to \$100 each. These bonds will be awarded for the best in-store displays promoting the show; best store window displays advertising the show; best use of direct mail pieces by dealers; and best use of company advertising through radio or newspaper in support of the show. Dinner for two at the La Casinò night club will be awarded to the sales manager or salesman doing the best job in promoting the show, selling the month of October, 1961.

More than 1,000,000 pieces of direct mail advertising the show will be distributed during October, 1961, through dealer mailing lists and other sources. More than 1,000 posters will be distributed during September and October in displays in stores and in windows publicizing the show. In addition 500 posters will be placed at key locations by the Billboard Posters Union.

Merchandise prizes will be awarded during the three days of the show. Special periods will be designated to honor co-operating radio stations, disc jockeys and allied organizations. The Philadelphia daily newspapers have agreed to publish special sections publicizing and advertising the show.

Clubs Get Prime
SORD Attention

Continued from page 2

On the matter of financing the dealers' Chicago suit, it was also decided to obtain pledges of \$10 per month from at least 100 key dealers. On another front, the dealers discussed the problem of getting notice of cut-out merchandise from manufacturers far enough in advance to have a chance to make exchanges. This was called a "serious" problem.

In other business, Howard Judkins, Lou Shapiro was re-elected president and secretary-treasurer respectively. Peter Oppenheim, Joseph Waldhorn, Robert Coghill and Daniel Winegrad were named vice-presidents of the new, smaller, streamlined board. It was also decided to switch the locale of the mid-season board meeting from Florida to California—in late February 1962.

Record Execs Speak Out at
SORD Chicago Convention

Continued from page 1

suit," he noted, "though unpleasant in its legal implications, reflects the problems and discomforts of a changing industry. These changes are justification enough for my joining you in this forum. I do not see the absence of our co-defendants in the lawsuit. For reasons of their own, they appear to have declined your invitation. Were we also to deliberately avoid your meeting, this could only increase irritation and hostility, demonstrating a lack of respect for you and the dignity of your organization."

Noting that "pricing alone is not the cure-all for improved business," Gortikov said his company would have pricing and discount advantages equitably available to all customers. We will not engage in indiscriminate and preferential deals." Noting the existence of dealer buying co-ops, Gortikov warned, "Don't let dollar signs blind your eyes and rob you of true flexibility." Gortikov also detailed a number of recently announced as well as forthcoming Capitol plans for helping build dealer business.

The final speaker was Randy Wood who tied off the cliff at some length. Easily the highlight of Wood's talk was a declaration that "Dot Records is not going into the club business now or in the foreseeable future, but if we ever do, it will be done completely through dealers." This remark was greeted by an ovation.

Wood, speaking both as a manufacturer and a dealer, said he believes the "outlook is far from dim." However," he added, "we need aggressive selling and service to make customers feel important." Wood said he has never believed in self-service merchandising in the record business because "you need someone to suggest and sell."

He told the dealers he believes a price decrease is not the answer to the problems of the business; that manufacturers have the responsibility of protecting dealers and pointed out Dot's 100 per cent guarantee on albums; that good, merchandising-conscious dealers will get bigger and expand their volume, while others will fall by the wayside.

Wood said that Dot's 100 per cent album guarantee plan with six months credit, inaugurated last fall, was a "gamble that worked," adding that "since then we have doubtless been paid."

At the conclusion of Wood's speech, Judkins called for all dealers to "support Dot Records to the hilt, just like we have supported

Walco Introduces
Dry Cell Batteries

EAST ORANGE, N. J.—Walco Electronics has climbed on the dealer bandwagon with the introduction of new line of dry cell batteries, first product of its kind ever to be marketed by the well-known phono merchandise manufacturer.

In announcing the move, Herb Bodkin, vice-president and general manager of Walco, voiced concern at the deteriorating situation regarding record stores. "It was the challenge of the rack outlet," Bodkin remarked, "Walco feels that record stores must diversify their product line in order to make sales and profit volume." The Walco battery line represents the first of a series of new products to be brought out by the company in the dealer need, according to Bodkin.

Erroll Garner." Judkins read a wire received from Garner, who said "I am thrilled to learn how many of you are pulling with us to sustain the conditions which will preserve good music in our nation. A mail order set-up cannot replace the in-person touch." Judkins also presented SORD charter scrolls to representatives of local groups in Buffalo, Cleveland, New York, Boston, Dallas and Florida which have joined the national group. At the same time, the formation of a Chicago SORD group was announced.

Following this interlude of business, Randy Wood answered a number of questions from the floor and declined on legal grounds to answer others. In reply to a question as to why racks get preferential pricing, he declined public comment but offered to discuss the matter privately. Responding to a query on why stereo records should be "a dollar more," he noted a change that "they'll all be the same soon."

Another dealer asked for comment on the franchising of full catalog dealers. Said Wood, "When I went into the retail record business I was a franchised dealer, and I liked it. It could come back."

After tipping the SORD cap to Wood again, Judkins, who was re-elected president, said "we promise no miracles but we do promise a voice that will speak out against inequities." In addition he commented on a statement from Jose Sinsheimer of Allen Distributors in Richmond, Va., urging all dealers to write to the Federal Trade Commission regarding preferential pricing by manufacturers to racks and one-stops.

178 FM Stereo
Stations Due by
Finish of 1962

WASHINGTON—A total of 79 FM stations will be airing stereo programs by the end of this year, and 178 by the end of 1962, according to a survey of FM members of the National Association of Broadcasters. Prospects for audience growth are being met by stereo recordings becoming increasingly conditioned toward stereo reception. NAB radio spokesman John F. Meagher told the annual convention of the National Association of Music Merchants last week.

Out of 600 FM members polled by the NAB on their plans for stereo broadcasting, 381 answered, out of which 185 said they plan to begin stereo by the end of 1962. A total of 140 said they had no stereo plans; 32 licensees had not decided; 24 use their AM-FM combination to broadcast stereo, and have not yet planned stereo-only broadcasts on their FM band.

Of the 185 positives, two are already broadcasting in stereo, and 77 will begin in 1962. A total of 46 expect to start in 1962, and seven more subsequent to that year. Amounts of stereo programming planned vary from one to 10 hours per week. Chief deterrent given by hold-off stations is scarcity of FM receivers.

The survey was conducted by Richard M. Allerton, NAB manager of research.

THE BALLOON SONG

**FAST RISING
NEW SUMMER
SMASH!**

**GARY
AND HIS
FRIENDS**

**JOSIE
#890**



CHECK THESE SMASHES BY JAY-GEE

- ☐ HAVE A DRINK ON ME... "On the Charts" by Buddy Thomas..... Todd #1063
- ☐ I DON'T CARE b/w THAT HAPPY DAY... by Ted Taylor..... Gold Eagle #1810
- ☐ SHE SAYS SHE WANTS TO DANCE... by Bobby Freeman..... Josie #889
- ☐ TENNESSEE... by The Todds..... Todd #1064
- ☐ SINCE GARY WENT IN THE NAVY... by Roberia Wynn..... Jubilee #5405
- ☐ CLOSE YOUR EYES... by Lou Jordan..... Josie #888
- ☐ HEAVEN NEEDED AN ANGEL... by Al Alberts..... President #102
- ☐ NOT ONE TEAR b/w LOVER... by Dorothy Collins..... Gold Eagle #1809
- ☐ LONELY ROAD... by The Passions..... Jubilee #5406

Nationally Distributed by

JAY-GEE RECORD COMPANY, INC., 318 West 48 St., N. Y. 36

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering releases of special interest. Shows where available, start and expiration dates for each deal, as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

CONCERT-DISC—Limited time only. Started June 23, 1961. Dealer is offered two LP's for the price of one. Five new releases all packaged "concert-disk" style.

NCA VICTOR—Limited time only. Started May 29, 1961. "Heart of the Symphony," LP by Fritz Reiner and the Chicago Symphony Orchestra, is specially priced to the consumer at a "Save \$2" introductory offer of the nationally advertised Victor label.

CANDID—Expires July 31, 1961. Started June 27, 1961. "Summer Jazz Series Program." Label is offering distributors 15 per cent discount on complete catalog including five new releases.

PARLAMENT—Expires July 31, 1961. Started June 19, 1961. One free album for every three purchased. See page 45, June 26 issue, for details.

LIBERTY—Expires July 31, 1961. Started June 19, 1961. Dealers are offered five-month billing, 20 per cent discount and a 100 per cent return as part of a special introductory offer. Premium LP series. Minimum order is 100. Free albums of the seven titles in the line in any assortment. See page 9, June 19 issue, for details.

VERVE—Expires July 31, 1961. Started June 20, 1961. "Operation Early Bird." Dealers are offered one album free for every three purchased. Program covers entire catalog plus seven new releases. See page 3, June 26 issue, for details.

CAPITOL—Expires August 4, 1961. Started July 10, 1961. Dealers may offer four 12-inch LP's in the same artist's catalog for half price. Must be equal quality in format and stereo separation. Only exception is the Roger Wagner multiple-record set.

NEW JAZZ—Expires August 4, 1961. Started July 17, 1961. Label is offering through the distributors a 20 per cent discount on the complete catalog, including the two new releases as well as entire catalog.

CAPITOL—Expires August 15, 1961. Started July 14, 1961. Label is offering 15 per cent off regular dealer price on new Frank Sinatra 100 copies of the album.

ARTIA—Expires August 31, 1961. Started July 18, 1961. "Summer Discount Plan." Label is offering to dealers and distributors. Plan offers one free LP for every three purchased.

ME & SUPRAPHON—Expires August 31, 1961. Started July 18, 1961. "Summer Discounts." Open to dealers and distributors. Plan offers one LP free for every three purchased.

ATLANTIC-ATCO—Expires August 31, 1961. Started June 26, 1961. "Summer LP Sales Incentive Program." Available through distributors, the label offers 15 per cent off regular dealer price on all LP's of both labels, including new LP releases. See page 9, June 26 issue, for details.

CANDID—Extended through August 31, 1961. Started July 27, 1961. "Summer Jazz Series Program." Distributors receive three free LP's for every twenty purchased. Program applies to five new releases as well as entire catalog.

KING—Extended through August 31, 1961. Started May 18, 1961. Special consumer plan. Two regular priced LP's for the price of one. Dealer makes normal markup. Program covers 10 specified LP's. See page 5, May 29 issue, for details.

MERCURY—Expires August 31, 1961. Started July 10, 1961. "Summer Discount Plan." Dealers may offer LP's for the price of one on all new releases; purchase five selected C&W LP's and five EFP's and receive one free LP. Program covers 10 specified LP's and five EFP's. See page 4, July 17 issue, for details.

M-G-M—Expires August 31, 1961. Started July 1, 1961. Label is offering one album free for every five purchased. Plan covers complete catalog. Also, 100 per cent exchange privilege on the label's 20 best-selling LP's.

RICHMOND-TELEFUNKEN—Expires August 31, 1961. Started July 1, 1961. A suggested 20 per cent discount offered to dealers through distributors. Program covers complete Richmond-Telefunken LP catalog.

UNITED ARTISTS—Expires September 1, 1961. Started July 1, 1961. "Camelot of Stars." Two parts: Special deferred payment sales program offered to dealers whereby the label offers two copies of an LP for every three purchased. 25 copies of the same package, program covers all new LP's and Ultra Audio LP's, plus Ultra LP's and Ultra LP's. See page 8, July 17 issue, for details.

LIBERTY—Expires September 22, 1961. Started August 31, 1961. Label is offering 10 per cent discount on entire catalog, plus new releases on all LP's except the Columbia. See insert, story, current issue, for details.

ABC-PARAMOUNT—Expires October 20, 1961. Started July 17, 1961. "Fall LP Program." Distributors are offered 12 1/2 per cent discount on all LP's. Program covers complete catalog and new releases on ABC, Paramount, Impulse and Chancellor labels. See page 8, July 17 issue, for details.

MONROE—No expiration date. Started July 10, 1961. "Summer LP Sales Incentive Program." Available through distributors, the label offers 15 per cent off regular dealer price on all LP's of both labels, including new LP releases. See page 9, June 26 issue, for details.

REVERSON—No expiration date. Started February 6, 1961. Dealers buying the Riverside P-R-Pak, a browser box containing 100 jazz singles, are offered a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.

TIME—No expiration date. Started April 1, 1961. Dealer is offered one LP free for every six purchased. Program covers complete catalog.

MONITOR—No expiration date. Started June 19, 1961. Three LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus, Grand Vol. 4, Beethoven's Ninth Concerto No. 4 in G, Gluck, piano, Beethoven Piano Concerto No. 3 in E flat Major, Gluck, piano.

KANDI—No expiration date. Started July 17, 1961. "Summer LP Sales Incentive Program." Available through distributors, the label offers 15 per cent off regular dealer price on all LP's of both labels, including new LP releases. See page 9, June 26 issue, for details.

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Gallagher Named

Continued from page 4

duce an integrated and dynamic merchandising force which will insure the continued growth of Columbia Records.

Jack J. Gallagher, former general manager of sales for the firm, will succeed Gallagher in the position of director of sales. He will be responsible for the formulation of sales and policies as well as management of both the firm's New York staff and its national organization. Gallagher is currently in charge of Ken Glancy as head of Columbia Record Distributors; Milt Selkowitz as general manager of the Columbia Home Library; and Al Shulman as general manager of Columbia special products.

New appointments in the sales organization are the promotion of Maurice Hoffman to the post of national sales manager, with responsibility for Columbia's field sales organization under Joe Lyons. Hoffman will assist Loeb in planning and directing merchandising programs, and train and direct the firm's national promotion managers.

Charles Schickel has been named national promotion manager of Columbia Masterworks, a responsibility by the firm due to increased sales figures in the classical market. Schickel will report to Hoffman. Larry Owens has been promoted to the post of regional sales manager for the North Central region. Dick Lionetti has been promoted to the position of district sales manager for the Detroit and Milwaukee market area.

British Disk Tax

Continued from page 4

now imbodies this power and Lloyd is expected to use it against disks among many other items to counteract the current economic crisis.

The case for the reduction, at least, of the tax on records, was put among the issues of the House of Commons during the debate on the Finance Bill by one of the industry's supporters, Dr. Barnett Stross. It was, he said, a tax on culture and education. It brought in about \$17 million in revenue.

Fifty per cent is a high rate of taxation on records, "anywhere in the world," Dr. Stross added. "We have very serious competition from the United States. The British music industry depends on keeping the greatest artists of the world assigned to the recording companies. The great firms in this country have three out of four of the greatest conductors and artists of the world attached to them. If these artists are lost to the United States, we are forced to continue classical recordings, they will have to go and earn their livings elsewhere."

He added that, if the government was unable to concede the small amount of duty involved, classical recordings would be freed entirely. But his argument was without sympathy. Replying, Treasury Economic Secretary Anthony Barber estimated that 80 per cent of home market sales were pop.

REEVES LINKS WITH AIRTECH

NEW YORK—Reeves Soundcraft, the American tape producer, has linked up with the Airtech, Ltd., of England, to market and eventually produce the Soundcraft line in the British Isles.

The new firm, Soundcraft Magnetics, Ltd., will also make a bid to market tape products in all important European countries outside the Iron Curtain. It will be located at Haddenham, Bucks., with Sir Eric Olsson as chairman and F. S. G. Coding as managing director.

Continued from page 14

would hope it is added information to those who receive it. Nothing more, nothing less."

CHANGE OF THEMES Alan Henry, formerly general manager of WCKR, Miami, has joined KWK, St. Louis as general manager. . . . Al Julius is replacing Bill Kewin at KTLN, Denver. Personnel will devote attention to the broadcast of the 1961-62 season in the radio and the National Theater in Israel. Also new at KTLN is George Tew, who joined that outlet as publicity-promotion director. Tew will continue to handle some free-charge record promotion as well.

"Lucy" Pierre is leaving WRNY, Buffalo, after seven years, to join KJH, Los Angeles, effective August 1. . . . Lon Sternman has returned to WXVZ, Detroit, after a six-month tour of duty with the U. S. Army. He will take over the 10 p.m. to midnight time period across-the-board, plus "Tom Bulletin Board" on Tuesday and Thursday nights and "Sunday Best," from 3 to 9 p.m.

"Buzz" Gackenberg (who uses the air name "Buzz" George) WMOG, Brunswick, Ga., is anxious to reach New City, who recently left WQTE, Detroit. . . . Charles Luker, program director of KONF, Port Angeles, Wash., reports that the outlet has adopted a new "Top 40" format. New spinners at KONF include Jack Chapman, Pat Hall, Scottie Chapman and Dick Goodman. Luker will continue to handle the early morning time period.

Sid Sirlinick, production and operations manager of WNTA, Newark, N. J., for the past two years, has been appointed program director by E. Joany Graft, who recently succeeded Ted Steele as general manager of that outlet. . . . Clarence "Poppy Storms" Hazzard Jr. has returned to WJLA, New Orleans. His a.r.b. show will be aired from noon to 4 p.m. Monday through Saturday and from noon to 5 p.m. on Sundays. . . . Sam Brown, ex-KTLN, Denver, has joined KDEO, Chicago, as a newscaster. . . . Jack Sampson, general manager of KOMA, Oklahoma, has been appointed a vice-president of the Storz Broadcasting Company.

THIS 'N' THAT: Free-charge record programmer Bill Gavin, San Francisco, is in the hospital recovering from an eye operation. . . . In a public service move, program director Ois H. Everside Jr., KPIX, Muskego, has scheduled a series of one-minute direct reports from the State Employment Office, listing available job offers. . . . Station WNTA, Newark, N. J., is giving away free coffee to its listeners. Each day WNTA donates a pound of coffee and the station can give away a series of WNTA merely by presenting themselves at a certain cafe and saying that WNTA sent them. . . . Every day a different restaurant is featured, and participation by any one cafe is limited to one week.

Deejays in Hot Weather Move

Continued from page 14

River" and "It's a Lovely Day Today."

Station WABC, New York, last week, launched a beach hunt which will run throughout the summer. Listeners will be asked to sign up to help them identify "Sam Dune," who will tour the beaches all summer handing out WABC Puzzle prizes to those who correctly identify him.

Temperature studies are again in vogue across the country. Station WJBG is conducting its fourth annual "guess the temperature" contest. Every day, \$5 and a picnic cooler goes to the first listener who guesses the correct temperature at noon. If the temperature reaches 99 degrees at any time, the winner also receives an RCA Whirlpool remote-control air conditioner.

Station KALL, Salt Lake City, will also award an air conditioner this summer to the listener who comes the closest to guessing the highest temperature during the season. In addition, KALL deejay-promotion chief Will Lucas reports that jocks call names out at random during the day and award "Summer Fun Packs" (binoculars and an inflatable pillow).

Bruce Bradley, WBZ, Boston, performed a helpful service to his extensive teen-age audience this summer by conducting a "summer job clinic for teen-agers." The clinic, according to the Massachusetts offices of the Division of Employment, resulted in several thousand telephone inquiries from both teenagers and their parents in response to dispensing tips on job hunting on his program. Bradley offered young job hunters a free brochure containing facts and info about summer employment opportunities for teenagers.

All ABC-owned and operated stations are conducting an "Anti-

liter" campaign this month. Station WXYZ, Detroit, is tying in its campaign with a local "Mayor's Committees plan to control the amount of litter strewn on streets and beaches." The plan calls for "summer months." A flock of disk stars have recorded special announcements for the campaign, which are aired by all ABC stations.

Among various stunts conducted by other stations and jocks to date this summer were the following: Deejays at KSST, Davenport, Ia., played beach music with teams of local models in a comedy contest umpired by local mayors. The girls won. The occasion was KSST's annual birthday bash and party, a free night sponsored by the station and a local supermarket chain at Davenport's Municipal Stadium.

Harvey Miller, WBIG, Philadelphia, staged a series of record hops at the Alcom, N. J., Dragway, taking on all comers on the beach. The contest was won by the station's own personnel. At the start of the dancing, jocks at KALL, Salt Lake City, racked in sub-cars for five laps on the beach speedway at the local fairgrounds last month.

Station KOL, Seattle, is staging its annual "Booby Bottle" contest this summer as part of a campaign for clean beaches. The contest is dropping 1,300 plastic bottles (air-sealed and able to float) in all inlets near beaches by boat, airplane, helicopter, etc. Some of the bottles contain cash certificates. Clues will be given on the air as to the whereabouts of the first bottle. At the same time, the station is making the cash announcement, KOL deejays will urge that listeners help clean up the litter on beaches and waters while searching for the bottles.

ALBUM COVER OF THE WEEK



PROVOCATIVE PIANO, Vol. II-Dick Rymer and his Orchestra, Command Records. This is the second in a series of three albums of piano and black and white recordings. Cover covers complete Richmond-Telefunken LP catalog.

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**TONY ORLANDO'S
GOT
ANOTHER
SURE
THING!**



"BLESS YOU"

B/W AM I THE GUY 5-9452

Another winner from the
"Halfway to Paradise" boy.
PRODUCED BY NEVINS-KIRSHNER



BILLBOARD
MUSIC WEEK

SINGLES OF THE WEEK

Europe

NORWAY

(Courtesy Veritas Glas, Oslo)

- This Last Week**
 1 2 HELLO MARY LOU—Ricky Nelson (California)
 3 GREENFIELDS—Brothers Four (Sweden)
 3 SURRENDER—Buzi Clifford (RCA)
 4 BUT I DO—Clarence Hays (Mercury)
 4 RUNAWAY—Del Shannon (London)
 6 BABY SITTING BOOGIE—Buzi Clifford (RCA)
 7 ARE YOU SURE—The Allisons (Fontana)
 11 MOODY RIVER—Paul Boone (Decca)
 7 RAMONA—Blue Diamonds (Fontana)
 10 A GIRL LIKE YOU—Chiff Richard (Columbia)

FRANCE

- This Last Week**
 1 1 DANS LE COEUR DE MA BLONDE (Wendy) — Marcel Amont (Polygram)
 2 BABY SITTING BOOGIE—Buzi Clifford (RCA)
 3 SURRENDER—Buzi Clifford (RCA)
 3 DITTO—Les Mezzomus (Decca)
 3 LA PACHANGA—Jean Capotini (France Bay)
 6 AFRICAIN WALTZ—Richard Anthony (Columbia)
 7 ZOU ZOU BISSOU—Mylene Casabianca (Philips)
 7 SUCU SUCU—Phil (Bar)
 8 BLUE MOON—The Marcels (Colpix)
 10 TUTTI FRUTTI—The Allisons (Fontana)
 10 TOUT AUBIN (Vogue) —Nino (De la Hay)
 10 TOUT AUBIN (Vogue) —Nino (De la Hay)

HOLLAND

(Courtesy Platencover, Amsterdam)

- This Last Week**
 1 WHEELS—Strat-Longs (RCA)
 2 ARE YOU SURE—The Allisons (Fontana)
 3 BABY SITTING BOOGIE—Buzi Clifford (RCA)
 4 RUNAWAY—Del Shannon (London)
 5 NON, JE NE REGRETTE RIEN—Edith (Columbia)
 6 AFSCHEID VAN EEN—SOLDADO—Rita Vil (Fontana)
 7 OCHT WIS IK MAAR—Johnny Hoog (Decca)
 8 BLUE MOON—The Marcels (Colpix)
 9 SURRENDER—Erna Presley (RCA)
 9 HELLO, MARY LOU—Ricky Nelson (Imperial)

FLEMISH BELGIUM

(Courtesy Juke Box Mag., Mechelen)

- This Last Week**
 1 WHEELS—Strat-Longs (RCA)
 2 BABY SITTING BOOGIE/BABY SITTER BOOGIE—Buzi Clifford (RCA)
 3 BLUE MOON—The Marcels (Colpix)
 4 HELLO, MARY LOU—Ricky Nelson (Imperial)
 5 SURRENDER—Erna Presley (RCA)
 6 WILD IN THE COUNTRY—Erna Presley (RCA)
 7 DANCE ON, LITTLE GIRL—Paul Anka (ABC)
 8 TONIGHT, MY LOVE TO NIGHT—Paul Anka (ABC)
 10 DER ROTTE TANGO—Die Kersengroep (Philips)

IRE

- This Last Week**
 1 SURRENDER—Erna Presley (RCA)
 2 RUNAWAY—Del Shannon (London)
 3 BUT I DO—Clarence Hays (Mercury)
 4 HELLO MARY LOU—Ricky Nelson (London)

SPAIN

(Courtesy Discosomica, Madrid)

- This Last Week**
 1 2 TONIGHT MY LOVE TONIGHT—Paul Anka (ABC-Paragon)
 1 3 EXODUS—Duo Diamenco (La Voz de su Amo)
 3 4 L'AMOUR—Antonio Prieto (RCA)
 4 4 POETRY IN MOTION—Duo Diamenco
 3 5 MY HOME TOWN—Paul Anka (ABC-Paragon)
 6 8 ESTANDO CONTIGO—Amor (Odeon)
 7 13 ANOR TIENE MI AMOR—Duo Diamenco
 7 14 BLUE MOON—The Marcels (Colpix)
 9 10 DANCE ON LITTLE GIRL—Paul Anka (ABC-Paragon)
 10 10 ARE YOU LONESOME TONIGHT—Erna Presley (RCA)

ITALY

(Courtesy Music & Dischi, Milan)

- This Last Week**
 1 1 LEGATA A UN GRANELLO DI SABBIA—Nino Fiesco (RCA)
 2 2 NON ESISTE L'AMOR—Adriano Celentano (Jolly)
 3 CHITARRA ROMANA—Lolita (Jolly)
 4 IL MONDO DI SUZZE WONG—Nino Fiesco (RCA)
 6 7 TU SA—Pino D'Angelo
 7 1 MAGNET SETTE—Al Caido (United Artists)
 7 12 RIVIERA—Umberto Bindi
 8 3 WHERE THE BOYS ARE—Comita Francis (MGM)
 9 PARLAMI D'AMORE MARIU—Peppino di Capri (Caroselli)
 10 GIOVANE AMORE—Giovane Amore
 12 TONIGHT MY LOVE TONIGHT—Paul Anka (ABC-Paragon)
 13 SURRENDER—Erna Presley (RCA)
 14 HUNTS WHAT YOU DO TO ME—Mike Mott (RCA)
 15 YOUNG TANGA MUNECA—Jack (Vogue)
 15 ZUCKERPUFF—Riki Romy (Polygram)

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

- This Last Week**
 1 3 SCHÖNER TREMDER MANN—Comita Francis (MGM)
 1 3 BABYSITTER BOOGIE—Buzi Clifford (RCA)
 10 AM SONNTAG WILL MEIN RUSSEN MIT MIR SEHEN GELIHN—Duo Longs (Decca)
 4 3 WHEELS—Strat-Longs (RCA)
 6 4 AUF WILDERSTIEG—Gus Backus (Polygram)
 12 HURRA-HOH (Für Schokolade) —Gus Backus (Polygram)
 12 CORINNA CORINNA—Pepi Bell (Fontana)
 2 1 WIE DAMALS IN PARIS—Blue Diamonds (Fontana)
 10 UBER ALLE SIEBEN MEERE—Buzi Clifford (RCA)
 11 EIN SEEMANNHÄHNCHEN—Comita Francis (Decca)
 11 ANHÖREHARE YOU SURE—The Allisons (Fontana)
 11 HELLO, MARY LOU—Ricky Nelson (Imperial)
 12 WER DU MEINE GROSSE LIEBE BIST—Gerd Botzner (Decca)
 12 DANKE FÜR DIE BLUMEN (Wedding Cake)—Siv Mathias (Decca)
 16 IRINA—Rosa Oranica
 17 JEDEN SONNTAG BINNE ROSE—Duo Longs (Decca)
 17 MORDEN BIST DU ALLE—Duo Longs (Decca)
 25 MEIN WÄTER WAR EIN COWBOY—Comita Francis (Decca)
 25 ZUCKERPUFF—Riki Romy (Polygram)

BRITAIN

(Courtesy New Musical Express, London)

- This Last Week**
 1 1 TEMPTATION—Evelyn Brown (Warner Bros.)
 2 2 WELL I ASK YOU—Del Shannon (London)
 3 RUNAWAY—Del Shannon (London)
 4 A GIRL LIKE YOU—Chiff Richard (Columbia)
 5 HELLO MARY LOU—Ricky Nelson (London)
 6 PASADENA—The Marcels (Colpix)
 7 HALF WAY TO PARADISE—Buzi Clifford (RCA)
 8 YOU ALWAY PUT THE ONE YOU LOVE—Celine Henry (Decca)
 9 YOU DON'T KNOW—Helen Shapiro (Columbia)
 10 DO DO—James Brown (Polygram)
 11 RUNNING SCARED—Roy Orbison (London)
 12 ROMEO—Paula Clark (Polygram)
 13 SURRENDER—Erna Presley (RCA)
 14 POP GOES THE WEASEL—Anthony Newley (Decca)
 15 WEEK END—Eddie Cochran (London)
 16 TIME—Craig Douglas (Top Rank)
 17 MOODY RIVER—Pat Boone (London)
 18 LIGHTENED CITY—Shadows (Columbia)
 19 DUM DUM—Brenda Lee (Top Rank)
 20 BABY, I DON'T CARE—Duo Longs (RCA)
 21 KING OF FIFE—Deane Eddy (Decca)
 22 THAT'S MY HOME—Adrian Bar (Columbia)
 23 LIPS LIKE BUTTER—Shirley Bassey (Columbia)
 24 BREAKIN' IN A BRAND NEW BREAKIN' HEART—Comita Francis (MGM)
 25 GO TO A PARTY—Foskett (Decca)
 26 OLD SMOKE—The Hurricanes (London)
 27 PURE BOY—Bobby Doris (London)
 28 DON'T YOU KNOW IT—Adrian Bar (Columbia)
 29 HAVE A DRINK ON ME—Lionel Dougson (Polygram)

Asia & Pacific

NEW ZEALAND

- This Last Week**
 1 4 RUNNING SCARED—Roy Orbison (London)
 2 RUNAWAY—Del Shannon (London)
 3 BREAKING IN A BRAND NEW BROKEN HEART—Comita Francis (MGM)
 4 I'VE TOLD EVERY LITTLE GIRL—Paul Anka (ABC-Paragon)
 5 THE GREEN LEAVES OF SUMMER—Erna Presley (RCA)
 6 ON THE REBORN—Floyd Cramer (RCA)
 7 TRAVELIN' MAN—Roy Orbison (London)
 8 LA PACHANGA—Jean Capotini (France Bay)
 9 L'AMOUR—Antonio Prieto (RCA)
 10 WHO AM I—Adrian Bar (Columbia)
 11 RUNNING SCARED—Roy Orbison (London)
 12 A SCOTTISH SOLDIER—Andy Stewart (Top Rank)

HONG KONG

- This Last Week**
 1 3 DANCE ON LITTLE GIRL—Paul Anka (ABC-Paragon)
 2 SOMEONE ELSE'S BOY—The Marcels (Colpix)
 3 LITTLE DEVIL—Ned Sedaks (Vocal)
 4 MORE THAN I CAN SAY—Floyd Cramer (RCA)
 5 THE MAGNIFICENT SEVEN—The Magnificent Seven
 6 PORTFOLIO OF MY LOVE—Steve Lawrence (UA)
 7 SUMMER KISS—Winters Tears—Erna Presley (Victor)
 8 LIPS LIKE BUTTER—Shirley Bassey (Columbia)
 9 WILD IN THE COUNTRY—Erna Presley (RCA)
 10 BONANZA—Al Caido (UA)

AUSTRALIA

(Courtesy Music Makers, Sydney)

- This Last Week**
 1 3 SCOTTISH SOLDIER—Andy Stewart (Top Rank)
 2 TRAVELIN' MAN—Ricky Nelson (London)
 3 SCOTTISH SOLDIER—Andy Stewart (Top Rank)
 4 TRAVELIN' MAN—Ricky Nelson (London)

INDIA

(Courtesy The Voice, Calcutta)

- This Last Week**
 1 WHEELS—Billy Vaughn (HLD)
 2 PEPE—Remie Aldrich (P)
 3 I CAN'T FIND A TRUE LOVE—Chiff Richard (Columbia)
 4 FELL IN LOVE ON MONDAY—Dino Dismico (Polygram)
 5 OER WHIZ IT'S YOU—Chiff Richard (Columbia)
 6 COLONEL BOGEY MERENUE—Edmond Ros (P)
 7 YOUR SIXTEEN—Bill Forbes (DB)
 8 TEN LONELY WEEKENDS—Roy Orbison (Polygram)
 9 THERE FOR A DREAM—Chiff Richard (P)
 10 CALCUTTA—Four Pops (CL)

SOUTH AFRICA

- This Last Week**
 1 1 FLAMINGO STAR—Erna Presley (RCA)
 2 2 ARE YOU SURE—The Allisons (Fontana)
 3 RUNAWAY—Del Shannon (London)
 4 SUMMER KISSES, WINTER TEARS—Erna Presley (RCA)
 5 TEMPTATION—Evelyn Brown (Warner Bros.)
 6 HUNTS WHAT YOU DO TO ME—Mike Mott (RCA)
 7 ALL HANDS ON DECK—Pat Boone (Decca)
 8 CHICKEN ROCK—Chiff Richard (RCA)
 9 MR. LONELINESS—Chiff Richard (RCA)
 10 BLUE MOON—The Marcels (London)

PHILIPPINES

- This Last Week**
 1 1 PORTRAIT OF MY LOVE—Steve Lawrence (United Artists)
 2 2 MOTHER-IN-LAW—Erna K. Doe (Imperial)
 3 NOTHING EVER CHANGES—Paul Anka (ABC-Paragon)
 4 MY LOVE FOR YOU—Ned Sedaks (RCA Victor)
 5 WALK DON'T RUN—The Ventures (Decca)
 6 I'M GONNA KNOCK ON YOUR DOOR—Chiff Richard (RCA)
 7 I'VE TOLD EVERY LITTLE GIRL—Paul Anka (ABC-Paragon)
 8 MOODY RIVER—Pat Boone (Decca)
 9 LA PACHANGA—Jean Capotini (France Bay)
 10 WHO AM I—Adrian Bar (Columbia)
 11 RUNNING SCARED—Roy Orbison (London)

JAPAN

(Courtesy Uramatic, Tokyo)

- This Last Week**
 1 2 CALENDAR GIRL—Ned Sedaks (Vocal)
 3 KITAKAMI YAKUOKU—Doris Dicks (King)
 4 LONELY SOLDIER BOY—The Marcels (Colpix)
 5 O BLUE—Erna Presley (RCA)
 6 THE FILM SYMPHONY ORCHESTRA—The Film Symphony Orchestra
 7 PROMISES—Paul Anka (ABC-Paragon)
 8 TOKYO DODONPA MUSU—Shirley Bassey (Columbia)
 9 SAILOR—Lola (Polygram)
 10 GINZA NO KOI NO MONOGA—Toshiko
 11 LITTLE DEVIL—Ned Sedaks (Vocal)
 12 NAKU NO YORU—Ricky Shinkai (Teikoku)
 13 UKAMAKI JENSEI—Mitsuo Hiroshi (Teikoku)
 14 CHAIN GANO—Sam Cooke (RCA)

The Americas

CHILE

- This Last Week**
 1 1 RUNAWAY—Del Shannon (London)
 2 1 POETRY IN MOTION—Duo Diamenco (La Voz de su Amo)
 3 WILL YOU LOVE ME TOMORROW—The Shirlins (Top Rank)
 4 I LORANDI ME DOKMI—Bobby Caro (C.R.C.)
 5 YOU'RE SIXTEEN—Pat Henry (Odeon)
 6 THE GREEN LEAVES OF SUMMER—Erna Presley (RCA)
 7 CORINA, CORINA—Dino Dismico (Polygram)
 8 RUNAWAY—The Car Twins (Odeon)
 9 TONIGHT MY LOVE TO NIGHT—Paul Anka (ABC-Paragon)
 10 WHEELS—Strat-Longs (RCA)

MEXICO

(Courtesy Audiomexico, Mexico)

- This Last Week**
 1 1 PRESUMIDA—Armando Prieto (RCA Victor)
 2 AGUETAS, COLOR DE ROBA—Pepi Bell (Fontana)
 3 ESCANDALO—M. A. Mante (RCA Victor)
 4 YORU—Chiff Richard (Columbia)
 5 ENORME DISTANCIA—Chiff Richard (Columbia)
 6 LA NOVA—Chiff Richard (Columbia)
 7 LA CHUNGA—Pepi Bell (Fontana)
 8 POQUITA FE—Chiff Richard (Columbia)
 9 SI, SI—Los Cipreses (Muntar)
 10 LA GIGONDA—Gloria Aguilar (RCA Victor)

FRANCE

(Courtesy Polygram, Paris)

- This Last Week**
 1 WHEELS—Strat-Longs (RCA)
 2 ARE YOU SURE—The Allisons (Fontana)
 3 BABY SITTING BOOGIE—Buzi Clifford (RCA)
 4 RUNAWAY—Del Shannon (London)
 5 NON, JE NE REGRETTE RIEN—Edith (Columbia)
 6 AFSCHEID VAN EEN—SOLDADO—Rita Vil (Fontana)
 7 OCHT WIS IK MAAR—Johnny Hoog (Decca)
 8 BLUE MOON—The Marcels (Colpix)
 9 SURRENDER—Erna Presley (RCA)
 9 HELLO, MARY LOU—Ricky Nelson (Imperial)

Disk Execs Tour Through France

By EDDIE ADAMIS

92 quat du Marechal Joffre

Warner Bros. Records' international director, Bobby Weiss, following a seven-month round-the-world tour for talks about the international representation and distribution of Warner Bros. records, is making a short stop at his Paris base. He then will continue his tour and visit Zurich, Milan, Rome, Madrid and then back in Paris around August 15.

Mr. Weiss, Polygram's international director, will be talking with Zimmmerman, head of the firm's French office. Mr. Weiss's prime object is to study the world marketing possibilities of Polygram's French repertoire.

Following in the wake of his partner Francis Wolff, Blue Note Records' President, Alfred Loin spent a week in Paris to discuss further exploitation of his line with Bernard and Kurt Moir of Arctico-Ortoco.

New Disks

Vega Records has issued an LP, "The Modern Sound of Betty Crocker," the record of her participation at the Antibes Jazz Festival. . . . Blues singer and pianist Memphis Slim, following a triumphal tour concert at the Olympia Theatre for a solid two hours, cut an LP of piano solos for Arctico for returning to Chicago.

Record Sales

Philips claims that Rocky Volcano is the third best seller after Les Chanteurs Noires (Barclay) in rock and roll category. . . . EMI claims that in the LP field their biggest seller in years is "Edith Piaf a Olympia."

WB's Weiss Reports Eastern Disk Scene

Continued from page 4

American stock. Any, including the consumers, seems able to get disks direct from New York. Sales of pirated disks were, usually pressed in Formosa but sometimes in Red China. These disks are re-exported to other parts of Far East. Stores are very modern, usually self-service. English spoken at all levels of business. Government holds the radio service.

Philippines

The Philippines is a virgin country of 20 million people, ready for wide-scale, fast development. Many radio stations play records, mainly American, night and day. Exploitation is very good, similar in many ways to U. S. Philippines like beautiful melodies, sweet music and don't have much time for rock. The local craze is the off-beat cha cha or "dodomo." Life of a hit record is long—anywhere from seven weeks to four or five months. Piracy is very fine here, too, as in most of South-East Asia.

Television has not yet arrived. Music entertainment is like in U. S. mainly, record pop concerts. Sales are mainly of 78's, but 45's and LP's are gaining ground.

South Vietnam

South Vietnam, once prosperous under the French, is now racked with fighting the communists. Economy is in a bad state. Two local manufacturers of vinyl and biscuits, are still trying to continue production. Record stores, fighting to stay alive, have been ordered to close. The economy is to combine wholesaler-importer-dealer. French influence continues and disk repertoire is more similar to that source than to that of the U. S.

Thailand

Bangkok is a beautiful city, thriving with an export economy. The country, comparatively untouched by the second World War, is ahead of its neighbors. People favor U. S. music and like pop singers—plenty of local plays for the Everly Brothers, Frank Sinatra and Elvis Presley. There are only five juke boxes in the whole country. There is considerable interest in LP's, with the same wholesaler-importer-dealer combination found in Vietnam. The record executives speak English.

Singapore

Singapore is another free port and, like Hong Kong, a big super-

U.A. Now Distributed By Philips in Holland

NEW YORK—United Artists has signed N. V. Philips Phonographic, Baarn, Holland, as its exclusive distributor in that country.

The pact, which was set up by U.A.'s Foreign Operations Director Sidney Shemel, runs for three years—effective immediately—and calls for the use of the UA logo on all future U.A. releases in Holland.

HONG KONG

Lack of Stock Halls Sales

By CARL MYATT
44 Mt. Kelleter Road, The Peak
Pat Boone's "Moody River" came off the charts here for the first time this week. The record stores dealers have run out of stock. "We expect it to get on the charts next week and run for at least four or five weeks more," said one of the dealers.

Don's Jim Bailey is in town for conferences with local agents.

BELGIAN TEENS AREN'T TRAMPS

By JAN TORRES
Stuivenbergvaart 37, Mechelen

First of all, we would like to correct an error in this column on July 10. "All Tomawak" by "Maharajah" was not recorded by the Tramps and not the Teens.

New Releases

Among the newcomers with best prospects this week are Les Paul and Mary Ford's "Jura" (Philips from U. S. Columbia); the Drifters' "Please Stay" (Atlantic); Beatle King's "Stand By Me" (Atlantic); Arthur Lyman's "Yellow Bird" (Moonlight from Hi-Fi); Del Shannon's "Hats Off to Larry" (London from Big Top); an EP by Johnny Mathis, "Rhythms of Broadway."

Hot Wax

Notice the great upward climb progress of Ricky Nelson's "Hello, Mary Lou," Del Shannon's "Runaway," and Paul Anka's "Dance On, Little Girl." Bubbling under the 20 are Kenny Ball's "I Still Love You All" (on nearly every juke box on the Belgian coast), Rod Zafren's "Martha," Ray Conniff's "I'm in the Mood for Love" and Clyde McPhatter's "Jungle Drum." They could hit the list very soon now.

AUSTRALIA

Joye Disk Geared For U. S. Audience

By GEORGE HILDER
19 Todman Ave., Sydney

Australian artists have at last recognized that it is not only a singer's voice which makes a top disk. The new learning is that a singer's, also, to have first-class orchestration and vocal support as a background. The lack of this background has kept a number of promising local disks off the foreign market, but a couple of releases this week have all the earmarks of possible big sales in the U. S. Outstanding is Col Joye's (Festival) of "For Me and My Girl" (revival). He gets big sound from the Joy Boys and the Bradley Sisters.

Visitors

A. W. T. (Bill) Smith, managing director of Australian Record Company, Ltd., departs for America July 25 for meetings with CBS Columbia in New York and Canada. A.Z. manufactures and distributes Columbia on the Coronet label in Australia.

A big welcome has been extended to Jimmy Rodgers, who arrived in Melbourne July 12 for TV appearances. This is his second visit to Australia within 12 months.

New Label

Ocean Corporation has begun releasing Oreofon, a label new to Australia, from South America, featuring South American artists and music. The disks will be either pressed here or imported, depending on demand.

PUERTO RICO

Gema Label Teams 2 Stars

By TONY CONTRERAS
24 Gertrudis St., Santurce

Juan Uleah, manager of the Puerto Rican edition of Gema Records of Cuba, reports that their "Luz" label, pop singer Roldo La Sere and Cortijo's combo with singer Ismael Rivera, have joined in a first experimental LP that has met with very good sales. La

GERMANY

Mantovani, Heath, Van Cliburn Will Appear at Phono Exhibit

By BRIGITTE KEEB
Music Editor, Automaten-Markt

Besides Mantovani and Ted Heath orchestras and Van Cliburn, Connie Stevens is among the foreign artists invited for the German Radio-TV and Phono Exhibition to be held in Berlin from August 25 to September 3.

On August 25, during the exhibition, Warner Bros. will hold a meeting chaired by Bob Weiss. Weiss also will attend the Song Festival of Radio Luxemburg, to be held in the Wiesbaden Rhein-Main-Halle, September 18 to 23.

Publishing Business

Maestro Music Publishing Company of the famous English radio and record conductor Malcolm Lockyer has purchased rights for the Cedric Dumont compositions "Tango on the Rocks" and "Fanfare Cha Cha" from Zurich Edition Coda. Edition Montana, Munich, has purchased "Teen-Age Girl" from Coda, Zurich, for release on records and sheets in Germany and Austria.

Gietz, Iginer to Electrola

As reported earlier, composer Heinz Gietz, who wrote many top hits in close co-operation with Kurt Feltz and Gunter Iginer will take over the central leading of the whole pop and light music production of Electrola starting October 1. Gietz will be responsible for the musical leadership, while Iginer will take over the commercial duties. Producer Hans Bertram changed over from Electrola to Polydor to work with Kurt Feltz, the former operator of Electrola, and producer Nils Nobach is joining Ariola after September 1 as the leader of the newly established lounge production group of the firm. As Electrola reports, Fred Bertramann ("Der lachende Engländer"), who was signed exclusively by Polydor recently, will be the only Electrola artist to leave the firm.

Rolf Bendix and Lale Andersen have recently renewed their contracts for another couple of years. All other artists' contracts are still running.

Starting July 1 will see the debut of Grammo Record Distribution in Frankfurt, a new distribution-advertising firm founded by the Swiss-German record company Autostereo-Elite Special in order to intensify distribution in the Rhein-Main area. Autostereo also signed Klaus Kreuder, Frankfurt, who will serve as producer and adviser as well as recording artist. Kreuder formerly recorded for Ariola.

Personal

Klaus Reinmann, who left the Polydor press department after 10 years, joined Bertelsmann as public relations manager, residing at Inselstrasse 4, Hamburg 20. Polydor is still negotiating for a successor.

Signings

After test recordings made in Berlin recently, Ariola has signed Don Jaime de Moya y Aragon (35), brother of Belgian Queen Fabiola, exclusively. He will be featured as singer as well as a pianist.

Serie, by himself, has five albums in the Gema catalog and Cortijo has four. The Ariola recently released another album "Pachanga in New York" with The Fiente Gema.

Uleah also reports as next on the Gema program, another singer from Latin America, singer formerly with Los Chavales, and another by Paquito Soto and his trio, formerly Maravilla artists.

Never were the advance orders for a German LP so big as for the Polydor LP, "Freddie and the High Seas," according to the record firm. Since his German version of "Memories Are Made of This," the 3 million best seller "Heimweh," (Freddie Quinn) is the most popular German hit singer. This LP features old and new sea chanteys from all parts of the world. Top tune in the set is "La Paloma" which is sung in Spanish and German.

New Releases

Singers come and go, but Bing Crosby is still popular in Germany. Warner Bros. has issued "Gang Songs by Bing Crosby" featuring German leader like "Du, Du Least from the Heart" and "Ach, Du Lieber Augustin," plus standards from other lands.

ACA has issued new records by Fred Presley and the Elvis Presley Band. The Elvis LP "Something for Everybody" is getting wide interest. The Three Suns play an LP featuring "Bar Music."

NORWAY

New Artists Pop Single and Up Norse Sales

By ESPEN ERIKSEN
Verdens Gang, Akersgate 34, Oslo

After a long and alarmingly quiet season in the Norwegian playlist market, things are beginning to happen. In the past few months jumps were made by Clarence Henry and CHH Richard this week. The first of them climbed from No. 8 to No. 1. The position this week with "But I Do" on Mercury. The latter came in at No. 10 from four weeks in the limbo. In addition, "A Girl Like You" (on British Columbia, America) on the others, Elvis Presley's "Wooden Heart" (ACA) is off after 22 weeks on the charts.

The movie "Movie Music" has now been seen by 25 per cent of the population of Oslo, Norway's capital, as 11,500 people out of 45,000 inhabitants watched the movie before it finished its run this week. The Capitol LP of the film's songs—track spot—has also been running. This month the Philips record "Broadway in Rhythm" by Ray Conniff, and third is "The Blues" by Elvis Presley on RCA.

Survey

A survey compiled by the Oslo newspaper Verdens Gang, the top record publishing—a neutral Top 10 chart in Norway—shows that Elvis Presley was this spring's most popular artist. He topped the list of completely new names in comparison with a similar survey last year's Eve. Off the list are the Kingston Trio, Pat Boone, Chris Barber, Fats Domino, Shirley Bassey, Paul Anka, and Jimmy Reeves (to mention some). They were replaced, according to the number of successes they have had this spring, on Norway's pop charts, by these artists, in the following order:

Elvis Presley, Robert Loltita, the Allisons, the Monks Keys, the Blue Diamonds, Brothers Four, Jan Hoffland, String-A-Longs, Bertie Harris, the Three Suns, Cliff Richard, Johnny Tillotson, the Marceles.

Of the 20 artists 50 per cent are American, while of the 10 other artists there are 3 Norwegians, 2 British, and 1 each Italian, Austrian, Dutch, French and Greek.

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- 1) "TOSSIN' AND TURNIN'"
by BOBBY LEWIS BELTONE 1002
- 2) "THE SITTCHAROO"
by HANK BALLARD KING 5310
- 3) "NO, NO, NO"
by THE CHANTERS DELUXE 6191
- 4) "MY TRUE STORY"
by the JIVE FIVE BELTONE 1006
- 5) "YOU'RE THE REASON"
by JOE SOUTH Fairlane 21006
- 6) "NOW YOU KNOW"
by LITTLE WILLIE JOHN KING 5516
- 7) "THE BELLS ARE RINGING"
by the VAN DYKES DELUXE 6193

and the new

JAMES BROWN

"BABY, YOU'RE RIGHT"

b/w

"I'LL NEVER LET YOU GO"

KING 5524

KING RECORDS

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SPAIN

Pubs Prep for Festival Hit

By RAUL MATAS
Editor, *Discoemania*
32 Av. Jose Antonio, Madrid

The Spanish world of music could have a new overnight hit. Benidorm's Spanish Song Festival two years ago launched "Un Telegrama" (A Telegram) which has been recorded in more than 40 versions. Last year "Comunicando" jumped to stardom. Now, on the eve of the third Benidorm Festival, music publishers are trying to get the rights for songs that seem likely to become the winners. Everybody thinks he has signed the "No. 1" hit. It could mean good money for at least the coming six months.

Javier Fleta is a big new name here. The son of famed Miguel Fleta has just recorded half a dozen numbers for RCA and will fly to the Montel Carlo Festival next September, representing Spain.

Visitors
Publisher Julio Korn of Buenos Aires, chief and head of Korn Editorial, flew back home from San Sebastian because of his daughter's illness. . . . Alfredo Gisher and Manuel Levin from TV Channel 7 of Argentina signed Rosa Morena from Spain and Torreflor from Italy to debut soon in South America. Torreflor is selling rights of "Vuola Gagarin" (Fly Gagarin), his personal hit in Italy.

Disk shorts
Sarita Montiel filming "Pecador de Amor" (Love Sin) with American doctor and movie actor Reginald Kerman. Sarita will sing. . . . Hipsygrove releasing her new album of "Tangos" . . . The oldie "Harbor Lights" in a new rendition by "Los Cinco Lallagos" launched by Phillips. . . . Bob Azam is also doing "La Pachanga" He is the Egyptian-born author of "Musafra" . . . RCA released Henry Mancini's EP of "Mister Lucky" . . . Victor Mojica from Puerto Rico doing records with Philips of Spain. . . . Coming up, "Blue Moon" with the Marches.

HOLLAND

Artone Artists Doing Well
With Two Strong New Sides

By HEMMY J. S. WAPFEROM
Editor, *Platenieuws*
P. O. Box 43, Amersfoort

Daisy Bell's first American styled recording "Endless" b-w "Candy Kisses," by Artone, has already been sold to some foreign markets, including Australia, New Zealand and Japan, by Artone Gramophone R. C. Another Artone star, Eddy Christiani, had the international market with his "Marianne" single. . . . Dutch rock-smoothies Johnny and His Cellar Racketeers with immense success in their recent TV appearances. Their first disk on Decca, "Exodus," has just been released.

Disk Shorts

Paul Anka's "Dance On Little Girl," released by Artone, received a big response from the Dutch teen-agers. Artone had to rush-release the disk in order to meet local demand.

Visitors

Les Trois Minstrels, the French singers, were in Holland last week and enjoyed great success. They featured among others, "You're a Chanson" by Leo Ferre, that is released by Fontana on an EP. . . . The Belgium group, the Coustels, well known from their golden disk "Kili-Watch," appear at the Breda Music Festival July 24.

Two British Tunes Due in America; Fabian 'Down South' Disk on Way

By DON WEDGE
News Editor, *New Musical Express*

"Down South," composed and recorded here by the Lana Sisters, has been assigned for U. S. and Canada by publisher Dave Toff to Herbert Wise's consolidated Music, Inc. It has been recorded by Fabian and is awaiting release. Another Toff number, "Sunset," an instrumental composed by John Woodman, has been assigned to Leads Music in a deal negotiated by Fabian and is awaiting release. Another Toff number, "Sunset," an instrumental composed by John Woodman, has been assigned to Leads Music in a deal negotiated by Fabian and is awaiting release. Another Toff number, "Sunset," an instrumental composed by John Woodman, has been assigned to Leads Music in a deal negotiated by Fabian and is awaiting release.

Visitors
Milton Rodin is expected to return for talks about Reprise license. . . . Mimi Farrow, with London Records, New York, visiting with her husband, deejay Murray Jarman, had talks with English Decca on releasing policy.

ASCAP President Stanley Adams visiting London for talks with the Performing Rights Society. . . . Composer Jimmy Van Heusen and Sammy Cahn visiting Paige due in. . . . Peggy Lee arrived for her Pizzicato cabaret season. . . . Rosemary Clooney flew in for a month's stay with her husband Jose Ferrer for a new television engagement for ATV.

Publisher Business
Tin Pan Alley Music has started a subsidiary, Contagio, with Matt Monroe's wife, Mickey, a former record exploitation girl. . . . For Horrie Richmond's Essex Music, David Platt acquired world rights of "Stop the World," new musical penned by Anthony Newley and Leslie Bricusse. Show opened in London July 20 with Newley star, Brigitte. . . . New Shirley Bassey single, "Reach for the Stars," has a Norman Newell lyric to a German hit. Rights were acquired by Kassner. . . . Novello's put up a \$280 for a new tune to take the place of Mendelssohn's bridal music.

Disk Business
Esquire Records added to its r.r. catalog by signing an exclusive deal with Bandera Records, Chicago. Issues will be on the Starline line. . . . U. S. titles will also be included in the deal. . . . Ger-

JAPAN
Yoshida Kōzō's new record "Yoshiyori no London" ("London in Night-Fog") in slow ballad tempo. "Mu-Mu Song" is being cut by Maseki Hirai, who recently visited Hawaii.

World Distribution
Teichiku Records, affiliate of American Decca, will distribute its records to the U. S., Canada, Central America and British Commonwealth through Decca's facilities under the new agreement made recently between the two firms.

Visit to the U. S.
Toshio Yagawa, managing director of Nippon Victor, is in the U. S. on a three-month itinerary which will lead him to key cities and discussions with VIPs of RCA Victor, his company's U. S. affiliate. He is accompanied by Shinya Ito, sales manager.

man film star Elke Sommer recorded some special material (written by movie producer Frank Godwin) and conducted *Shanty* Black based on her film "Don't Bother to Knock" for Denis Preston's Record Supervision title, "Be Not Notty," issued on Parlophone here.

Mel Torme, switching internally from Verve to MGM, recorded an album in London July 17 and 19 at EMI studios, produced by Norman Newell with Wally Stott, Geoff Love and Tony Osborne arranging and conducting 11 tracks between them. Five of the titles were Torme compositions.

Talent Tours
Matt Monroe expects to return to America early in August but only to film some television commercials; he is due for an "Ed Sullivan Show" in October. . . . Dales in Sandinavia being negotiated for Gene Vincent.

Persons
Before returning to America Steve Lawrence and Eydie Gorme taped a "Juke Box Jury" session for BBC-TV showing July 22. . . . American songwriter Eddie Fola, for the last six years Granada-TV's light entertainment head, is leaving in September to rejoin his family in California. . . . Londoner J. Robinson appointed president of the Gramophone Record Retailers' Club in October. . . . D. A. Warner, appointed to the board of English Muzak. . . . Percy Allaway, who joined the firm in 1930, managing director of EMI Electronics succeeding Clifford Metcalf, who remains on the board of Electrical and Musical Industries, the parent EMI firm.

Record Sales
English Decca has recaptured a lot of ground the EMI group has lost in the last few weeks the top of the charts. Last week the top five were all Decca issues. It included two British artists—Eden Kane ("Well Ask You") and Billy Fury ("Half Way to Paradise"). The others were the Everly Brothers' "Temptation" (Warners), Del Shannon's "Running Scared" (London from Big Top), and Ricky Nelson's "Hello Mary Lou" (London from Imperial).

MEXICO

Orfeon Co. Denies Firm Bankruptcy

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

For several months, rumors circulated that Orfeon-Dimsa Records would suspend their activities. When under the threat of bankruptcy of Orfeon Records, a small weekly "Onas" printed in its July 20 issue a report that Orfeon, Alejandro Serriz, manager of the company, published an official statement in a leading daily paper. He denied the truth of the information and said: "We actually are enjoying one of our best periods of commercial prosperity and our sales are going up every day."

Orfeon-Dimsa belongs to Rogelio Azcarra, owner of Corporacion Nacional Electronica, a company which distributes a wide range of EMI distributes a leading U. S. refrigerator line here and which for 27 years was exclusive distributor of RCA Victor records. Shortly after 1956, when RCA Victor Mexicana began its own distribution of records, Azcarra launched his label Orfeon and later Dimsa.

Disk Shorts
Radio station 620, specializing in programs of European hits, has obtained exclusive Mexican rights to broadcast Spain's Benidorm Festival, Victor Blanco, the station's

(Continued on page 42)

Frank Sinatra Come swing with me!



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ALBUM PROMOTING & BUYING GUIDE

TOP LP's BY CATEGORY

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are herewith listed by type of material and arranged alphabetically. The same 200 LP's are listed in order of sales strength on the cardboard insert.

■ VOCAL LP's

Title (Label) (Stereo) Mono
Top LP Best

Male Vocalists

ALL THE WAY (Cap)	(14)	21	
ANKA AT THE COFFA (ABC)		68	
PAUL ANKA SINGS HIS SING 15 (ABC)		41	
CHET ATKINS' WORKSHOP (RCA)		135	
SELAFFONE AT CARNEGIE HALL (RCA)		(21)	23
SELAFFONE RETURNS TO CARNEGIE HALL (RCA)		109	
BROCK LINTON GOLDEN HITS (Mer)		116	
BOB DYLAN'S BIGGEST HITS (Cameo)		123	
COCK DANCE WITH ME (Cap)		25	
BOB DYLAN STORY (A&O)		67	
GENIUS HITS THE ROAD (ABC)		(27)	14
HEAVENLY (Cap)		111	
BUDDY HOLLY STORY (Cap)		42	
JOHN HORTON'S GREATEST HITS (Cap)		86	
HYMNS (Cap)		119	
I'LL BUY YOU A STAR (Cap)		113	
IT'S YOUR TIME (Mer)		134	
JOHNNY'S GREATEST HITS (Cap)		137	
JOHNNY'S MOODS (Cap)		131	
MOODY RIVER (Mer)		141	
MOODY RIVER (Mer)		(43)	9
SINATRA'S SWINGIN' SESSION (Cap)		56	
SOMETHING FOR EVERYBODY (RCA)		(37)	61
TOUCHED FOUR LIPS (Cap)		130	
THEY (Mer)		130	
WARREN (Cap)		56	

Female Vocalists

CONNIE FRANCIS AT THE COFFA (MGH)		77
CONNIE'S GREATEST HITS (MGH)		136
EMOTIONS (Mer)		24
ITALIAN FAVORITES (MGH)		132
LATIN A LA LEE (Cap)		47
BRENDA LEE (Cap)		47
BACK THE KNIFE (Mer)		101
HOTTEST HITS (Cap)		101
ROBINSON 50's (WB)		79

Duos and Groups

ANOTHER BRASH (Dol.)	59
BEST MUSIC ON/OFF CAMPUS (Cap.)	128
ENCORE OF GOLDEN HITS (Mer.)	45
FROM THE HUNGRY 1 (Cap.)	(17) 18
GOIN' PLACES (Cap.)	113
HAWAII (Cap.)	80
HERE WE GO AGAIN (Cap.)	75
KINGSTON TRIO (Cap.)	75
KINGSTON TRIO AT LARGE (Cap.)	98
MAKE WAY (Cap.)	(23) 22
SOUL (Cap.)	107
STRING ALONG (Cap.)	107
TONIGHT IN PERSON (RCA.)	(32) 17

Chorus

FIRESED SING ALONG WITH MITCH (Col)	83
POPKY SONG SING ALONG WITH MITCH (Col)	142
HAPPY TIMES SING ALONG WITH MITCH (Col)	(16) 32
POPPY SING ALONG WITH MITCH (Col)	76
MITCH'S GREATEST HITS (Col)	76
MORE SING ALONG WITH MITCH (Col)	29
POPPY SING ALONG WITH MITCH (Col)	72
BATARDY NIGHT SING ALONG WITH MITCH (Col)	66
BENTONAL SING ALONG WITH MITCH (Col)	112
SING ALONG WITH MITCH (Col)	(18) 15
STILL MORE SING ALONG WITH MITCH (Col)	36
TV SING ALONG WITH MITCH (Col)	(7) 3

Mixed Voices

OLDIES BUT GOODIES (Cap)		23
12 PLUS 2 EQUALS 15 HITS (Mer)		128

■ CLASSICAL & SEMI-CLASSICAL LP's

BEETHOVEN: WELLINGTON VICTORY (Mer).....(22)	138
THE LORD'S PRAYER (Col).....	108
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 2 (RCA).....	129

■ INSTRUMENTAL LP's

Title (Label) (Stereo) Mono
Top LP Best

Meets and Dances

ITALIA HAWAII (Dot)	(42)	55
ITALY (Mer)	(13)	20
ITALIA MIA (Mer)	(9)	20
MEMORIES ARE MADE OF THIS (Cap)	(26)	81
MR. LUCKY GOES LATIN (RCA)	(15)	39
ORANGE BLOSSOM SPECIAL & WHEELS (Dot)	(11)	39
PIANO PORT (RCA)	(11)	39
SAY ALONG SILVER MOON (Mer)	(9)	94
IT WITH MUSIC (Cap)	(9)	94
SONGS TO REMEMBER (Mer)	(10)	104
SOUL OF SPAIN, Vol. 1 (Mer)	(14)	140
STARS FOR A SUMMER NIGHT (Cap)	(1)	1
THE FOUR SEASONS (Cap)	(1)	1
TILL (Cap)	(1)	1
WONDERLAND BY NIGHT (Dot)	(12)	44
YELLOW BIRD (Mer)	(21)	148
JAZZ		
DREAMSTREET (ABC)	(23)	99
EXODUS TO JAZZ (V)	(40)	16
PETE FOUNTAINS' NEW ORLEANS (Cap)	(1)	1
AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)	144	
TIME OUT (Cap)	144	
Ten Beat		
GIRLS, GIRLS, GIRLS (Jamaica)	139	
WALK, DON'T RUN (Mer)	110	
THE SOUND		
SONGOS (Cap)	(46)	
PERSUASIVE PERCUSSION, Vol. 1 (Cap)	(28)	
PERSUASIVE PERCUSSION, Vol. 2 (Cap)	(41)	
PERSUASIVE PERCUSSION, Vol. 3 (Cap)	(25)	
PROVOCATIVE PERCUSSION, Vol. 1 (Cap)	(20)	
PROVOCATIVE PERCUSSION, Vol. 2 (Cap)	(43)	

■ SHOW MUSIC

Original Cast

THE EYE BIRDIE (Col)	(33)	34
CAMELOT (Cap)	(5)	4
CARNIVAL (MGH)	(11)	2
DO BE MI (RCA)	(9)	95
FIORELLA (Cap)		143
FLOWER DRUM SONG (Col)		62
GYPSY (Col)		73
HAPPIEST GIRL IN THE WORLD (Col)		84
IRMA LA DOUCE (Col)		150
MUSIC MAN (Cap)		126
MY FAIR LADY (Col)	(19)	33
THE SOUND OF MUSIC (Col)	(6)	12
SOUTH PACIFIC (Cap)		71
TENDERLOIN (Cap)		57
UNUSKINKABLE HOLLY BROWN (Cap)	(36)	63
WEST SIDE STORY (Col)	(28)	87
WILDCAT (RCA)	(26)	27

Sound Track

THE ALAMO (Cap)	85
SEN-HUR (MGMA)	(24) 78
CAN-CAN (Cap)	123
EXODUS (RCA)	(2) 5
G. G. BLUES (RCA)	(34) 10
GIGI (MGMA)	105
GONE WITH THE WIND (Cem)	44
KING AND I (Cap)	79
NEVER ON SUNDAY (UA)	(10) 6
OKLAHOMA! (Cap)	(29) 96
PORGY AND BESS (Cap)	103
SOUTH PACIFIC (RCA)	(13) 37
STUDENT PRINCE (RCA)	82

Musical From Motion Picture Film and TV

CAMELOT (Cap)	120
FILM ENCORES (Lon)	48
GONE WITH THE WIND (WB)	(50) 88
GREAT MOTION PICTURE THEMES (UA)	(4) 11
MR. LUCKY (RCA)	104
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)	(8) 19
PETER GUNN (RCA)	89

■ COMEDY LP's

AN EVENING WITH MIKE NICHOLS AND ELAINE MAY (Mer)		92
SUTTON-DOWN MIND OF BOB NEWHART (WB)		20
SUTTON-DOWN MIND STRIKES BACK (WB)		31
EDGE OF SHEILLY BERMAN (Mer)		147
STAN FRISBERG PRESENTS THE U. S. A. (Cap)		40
HERETIC JONATHAN WELLS (Mer)		26
INSIDE SHEILLY BERMAN (Mer)		43
JOE JIMENEZ AT THE VUNY 1		118
KICK THE OWN (Cap)		118
KNOCKERS UP (Mer)		9
LAUGHING ROOM (Mer)		124
MICHAEL MARLEY AT THE VUNY 2		32
MICHAEL MARLEY ON STAGE (Cap)		121
MANNA OVERBOARD (Mer)		129
MONSIEUR (Mer)		102
WOODY WOODRUFF LOOKS AT LOVE AND LIFE (Mer)		102

() Position in parentheses indicate relative sales strength of stereo LP's.

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

— Pop

PROVOCATIVE PIANO, VOL. II

Dick Hyman (Capitol SW 854SD (Stereo))—Here's another fine album in the solidly selling Command percussion line. This set, in its first volume, spotlights the stylish piano work of Dick Hyman, aided by tasteful percussive effects. Hyman handled most of the arrangements, and they are sparkling, and the selections, from "Kitten on the Keys" to "Sabbie Dance," give the pianist an opportunity to show some dazzling musicianship. Excellent recorded, and brightly packaged, this set should become another Command heat seller.

I'LL SAVE THE LAST DANCE FOR YOU

Damita Jo Mercury SR 60642 (Stereo & Monaural)—This album should turn into a hot seller for the label and Damita Jo. It features the thrust of her hit singles plus a group of other dancing tunes, from "When You Dance" and "I Could Have Danced All Night," to "Dance With Me Henry" and "Dance With a Dolly." She sells them solidly and is aided by sock arrangements by arranger-conductor Stan Applebaum.

COME SWING WITH ME!

Frank Sinatra, Capitol SW 1594 (Stereo & Monaural)—Supported by the sparkling arrangements of Billy May, Sinatra has a winning set of performances on this LP. The set is composed almost entirely of rhythmic interpretations by Sinatra in the medium to medium-up tempos. Many favorite vehicles are included—tunes like "Day by Day," "Five Minutes More," "American Beauty Rose" and "That Old Black Magic." In addition, there are swinging performances of such powerful tunes as "Paper Doll," "Yes Indeed," and a bluesy "Sentimental Journey." Set is sure to appeal to the myriad of Sinatra fans and many more.

GOODBYE AGAIN

Sony's Track, United Artists, UAS 5091 (Stereo & Monaural)—This new album from the current flick contains the lovely version of the theme song by Ferrante and Teicher, plus two songs by thrush Diahann Carroll. The rest of the album is made up of background melodies from the flick, including "Roger's Theme," "Mon Parla," and "Aimez-Vous Cha Cha." The score is a mixture of jazz and cha cha rhythms, waltzes and mood music. Strong was, especially in cities where the flick has already opened.

Jazz

BAGS & TRANE

Milt Jackson and John Coltrane, Atlantic 1368—Name value alone can have a lot to do with selling this one. Coltrane's exciting horn and Jackson's lyrical vibes are joined by the MJQ's Connie Kay on drums, Hank Jones on piano and Paul Chambers on bass. It's veritably an all-star line-up and the group plays with stylish rapport, going much of the way on the so-called statement and avant technique. "On the Street Where You Live," "Three Little Words" and "Misty" are the standards, with a couple of others by Jackson and one by Dizzie Gillespie. Top merchandise with a cover that sells, too.

SOMETHIN' SANCTIFIED

The Slide Hampton Octet, Atlantic 1362—This, the second presentation of Slide Hampton's new "compact" jazz, is an album that should appeal strongly to modern jazz fans. It spotlights the trombonist (and baritone horn) man in a group of standards and modern jazz classics that show off Slide's fine work and that of the octet as well. The tunes include "On the Street Where You Live," "The Thrill Is Gone," "Miles Davis' "Milestones," "Dizzy Gillespie's "Owl," and the title tune. On all of them Hampton comes through with some fine horn work, aided much by his counterpart Charlie Greene.

Classical

RAVEL: CONCERTO IN D FOR THE LEFT HAND; PROKOFIEV: CONCERTO NO. 3 IN C

John Browning, Philharmonia Orchestra (Einsdorf) Capitol SP 8545 (Stereo & Monaural)—John Browning, who has proved to be a top concert hall attraction, offers an exciting and dynamic reading of both the Ravel and Prokofiev concertos. Mr. Browning plays with passion, but retains a sensitive musical approach to the works. The Philharmonia and the Philharmonia Orchestra support the pianist in fine fashion. The program is in good stereo sound and was recently recorded in London. There are not an abundance of recordings of both pieces, especially in the stereo category, and this being a fine performance, it should be a top item.

(Continued on page 36)

DELLA'S GOT A NEW ONE, A BLUE ONE, A GREAT ONE!
Real beltin' Della delivery...yet sad, very sad...so sad you'll
cry all the way to the bank with the money it makes! c/w "I
POSSESS." Arranged by Stan Applebaum. Also available in 45 RPM.

Ask your distributor about the Compact 33, the newest idea in records.




RCA VICTOR



DELLA REESE "A FAR FAR BETTER THING"

#7884



 Indicates that 33 1/3 r.p.m. stereo single version is available.

RANK										TITLE										Artist, Label & Number										WEEKS ON CHART										PEAK POSITION										WEEKS IN TOP 10																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
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TOSSIN' AND TURNIN'	Bobby Lewis, Belltone 1982	69	100	MICHAEL	Highwaymen, United Artists 338	64	74	91	GRANADA	Paul Simon, Warner 3088	82	28	23	24	IT KEEPS RAINING	Frankie Miller, Mercury 424	83	86	97	BLACKLAND FARMER	Bill Black's Combo, Big 3836	84	40	25	26	OLE BUTTERMILK SKY	Ray Ellis, RCA Victor 7886	85	90	96	LA DOLCE VITA	Joe McElderry, Warner 7188	86	89	99	WHAT WOULD YOU DO	Jim Reeves, RCA Victor 7969	87	99	---	DRIVIN' HOME	Sammy Davis Jr., Capitol 1197	88	96	---	STARLIGHT, STARBRIGHT	Linda Ronstadt, Capitol 131	89	95	---	IF I WERE A CRYSTAL BALL	Cherry Chevrons, Warner 7188	90	95	---	IF I WERE A CRYSTAL BALL	Cherry Chevrons, Warner 7188	91	96	100	THE GUNS OF NAVARONE	Joe McElderry, Warner 7188	92	---	TEARS ON MY PILLOW	McGhee Smith, Coral 52716	93	94	---	BIG RIVER, BIG MAN	Claude King, Columbia 42843	94	93	---	TEA-TE-TA-TE	Ernie K-Doe, Minit 437	95	97	---	MY CLAIRE DE LUNE	Rae Lawrence, United Artists 332	96	100	---	NOW YOU KNOW	Barry Manilow, Capitol 8518	97	---	---	I JUST DON'T UNDERSTAND	Amber, RCA Victor 7184	98	---	---	MR. HAPPINESS	Johnny Maureen, Coral 583	99	---	---	HERE IN MY HEART	Al Martino, Capitol 4953	100	---	---	ALL I HAVE TO DO IS DREAM	Kenny Rogers, Capitol 138	101	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---</

JOHNNY DOES IT AGAIN!

His 5th smash hit in a row

"I'VE GOT A LOT
OF THINGS TO DO"

B/W

"GIRLS"



JOHNNY BURNETTE



FIRST IN THE FOREGROUND OF SOUND



★ **STAR PERFORMER**—selection on Chart 9 weeks or less registering greatest advance progress this week.

③ **Indicates those LP's on the chart 9 weeks or less (see weeks on chart column).**

150 Best Selling

MONAURAL LP's

This Week	Last Week	Title, Artist, Label	When on Chart
1	1	STARS FOR A SIMON NIGHT Various Artists, Columbia PM 1	9
2	1	CARNIVAL Original Cast, MCA 8 394	9
3	6	TV SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	9
4	2	CAMELOT Original Cast, Columbia BCL 3430	27
5	4	EDDIE Sound Track, RCA Victor LSP 1368	28
6	5	BEYER NO SUNDAY Sound Track, United Artists UAL 4077	27
7	11	BING-A-BING BING Frank Sinatra, Capitol B 1901	13
8	12	RICE IS 21 Ricky Martin, Imperial IL 7128	1
9	10	ENCOUNTERS UP Earl Warren, Jubilee JLP 3097	39
10	8	B. L. BLUES Dick Prosser, RCA Victor LSP 1354	38
11	7	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 4132	26
12	9	THE SOUND OF MUSIC Original Cast, Columbia BCL 3430	84
13	13	CALIFORNIA Lawrence Welk, RCA Victor LSP 1368	26
14	14	BEHIND BLUE EYED GIRLS Ray Charles, Impulse A-3	10
15	15	SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	9
16	16	EDDIE TO JAZZ Eddie Martin, Vee Jay 3014	37
17	17	THOUGHT IN PERSON Lionel Richie, RCA Victor LSP 1372	22
18	18	GOIN' PLACES Elmore Galt, Capitol J 1364	4
19	19	MUSIC FROM EDDIE AND OTHER GREAT THEMES Masterworks, London L 2591	32
20	20	ITALIA MIA Raffaella Carrà, RCA Victor LSP 1368	28
21	21	ALL THE WAY Frank Sinatra, Capitol J 1368	15
22	22	PALE WAVE Elmore Galt, Capitol J 1364	4
23	23	KINGSTON TRO Capitol T 996	148
24	24	ENCOUNTERS Sound Track, RCA Victor LSP 1368	12
25	25	BOBBY BARN STRAY Earl Warren, Jubilee JLP 3097	39
26	26	WILKAT Original Cast, RCA Victor LSP 1368	27
27	27	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1333	169
28	28	MORE SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	9
29	29	BOTTOM-UP HING OF BEN NEWBART Warner Bros. W 1379	31
30	30	BOY-BOY HING STRINGS BACK Dick Prosser, Warner Bros. W 1379	31
31	31	HONG HANGYAT IN THE U.S. Chen 1435	13
32	32	MY FAIR LADY Original Cast, Columbia CL 3096	379
33	33	EYE EYE BOBBIE Original Cast, Columbia BCL 3430	27
34	34	DELICATELY AT CARRIAGE BALL Earl Warren, Jubilee JLP 3097	39
35	35	STILL MORE SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	9
36	36	SHINY HANGYAT Sound Track, RCA Victor LSP 1368	174
37	37	BE LYING BACK AND WHITE Dick Prosser, Warner Bros. W 1379	31
38	38	ORANGE BLOSSOM SPECIAL & WHEELS Billy Vaughn, RCA Victor LSP 1368	4
39	39	STAR PERFORMER PRESENTS THE UNITED STATES OF AMERICA, VOL. I Capitol J 1379	1
40	40	PAUL ANNA SINGERS HITS ABC Paramount ABC 303	34
41	41	JUNIOR DORSEY'S GREATEST HITS Capitol J 1379	22
42	42	JOHNIE SHEELY BERMAN Jazz MEV 1368	118
43	43	WUNDERLAND BY NIGHT Earl Warren, Jubilee JLP 3097	39
44	44	EDDIE NO SUNDAY Sound Track, United Artists UAL 4077	27
45	45	BEST OF THE POPULAR PIANO CONCERTOS Various Artists, RCA Victor LSP 1368	10
46	46	GRAND LEE RCA Victor LSP 1368	49
47	47	FILM EXPERIENCE, VOL. I Masterworks, London L 2591	157
48	48	SITUATIONAL Earl Warren, Jubilee JLP 3097	39
49	49	HONOLULU SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	9
50	50	IT'S HOT YOU A LADY Johnnie Mathis, Columbia CL 1333	11

This Week	Last Week	Title, Artist, Label	When on Chart
51	51	HAPPY TIMES SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	9
52	52	OLIVER BOYER, VOL. 1 Various Artists, Columbia PM 1	95
53	53	MEMORIES ARE MADE OF THIS Ray Charles, RCA Victor LSP 1368	24
54	54	BLUE HAWAII Billy Vaughn, RCA Victor LSP 1368	66
55	55	WARM Johnny Mathis, Columbia CL 1333	103
56	56	TEMPERATURE Original Cast, Capitol J 1367	29
57	57	SINATRA'S TWENTIETH CENTURY Frank Sinatra, Capitol J 1367	19
58	58	AMSTERDAM The Ventures, MCA 8 394	66
59	59	OLD HOT Elmore Galt, Capitol J 1364	4
60	60	SOMETHING FOR EVERYBODY Dick Prosser, RCA Victor LSP 1368	31
61	61	FLOWER DANCE Original Cast, Columbia BCL 3430	108
62	62	UNBELIEVABLE HOLLY BROWN Original Cast, Capitol J 1367	31
63	63	GONE WITH THE WIND Sound Track, Columbia CL 68	40
64	64	RICE 'N' EAST Frank Sinatra, Capitol J 1367	49
65	65	SATURDAY NIGHT SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	9
66	66	DECEASED TO TWO Earl Warren, Jubilee JLP 3097	21
67	67	AMAL AT THE COPA Paul Anka, ABC Paramount ABC 303	34
68	68	ITALIAN FAVORITES Carmelo Fracassi, MCA 8 394	279
69	69	SING AND Sound Track, RCA Victor LSP 1368	740
70	70	SOUTH HAVEN Original Cast, Columbia CL 1333	372
71	71	PARTY SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	9
72	72	BYST Dick Prosser, RCA Victor LSP 1368	26
73	73	BOBBY BARN STRAY Earl Warren, Jubilee JLP 3097	39
74	74	HERE WE GO AGAIN Sound Track, RCA Victor LSP 1368	84
75	75	HITMAN'S GREATEST HITS Mick Miller, Columbia CL 1333	21
76	76	CORRIE FARRAR AT THE COPA Paul Anka, ABC Paramount ABC 303	34
77	77	BEA-BOB Sound Track, MCA 8 394	11
78	78	SOARING 371 Dick Prosser, Warner Bros. W 1379	11
79	79	HAWAII Sound & Johnny Columbia American CALP 106	6
80	80	MR. LUCKY BOY LATE Dick Prosser, RCA Victor LSP 1368	12
81	81	GOING TO THE SUN Dick Prosser, RCA Victor LSP 1368	34
82	82	FIREBIRD SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	66
83	83	HAPPY TIMES IN THE WORLD Original Cast, Columbia BCL 3430	9
84	84	THE ALAMO Original Cast, Columbia CL 1333	33
85	85	BYST Dick Prosser, RCA Victor LSP 1368	26
86	86	WEST SIDE STORY Original Cast, Columbia BCL 3430	201
87	87	GONE WITH THE WIND Sound Track, Columbia CL 68	40
88	88	PETER GARY Peter Gary, RCA Victor LSP 1368	101
89	89	TEMPERATURE Original Cast, Capitol J 1367	29
90	90	DELICATELY AT CARRIAGE BALL Earl Warren, Jubilee JLP 3097	39
91	91	AN EYEING WITH MICK MILLER Mick Miller, Columbia CL 1333	27
92	92	PERVASIVE PERCUSSION, VOL. II Various Artists, RCA Victor LSP 1368	49
93	93	SAY IT WITH MUSIC Ray Charles, Columbia CL 1333	41
94	94	NO ONE BUT YOU Original Cast, RCA Victor LSP 1368	26
95	95	OLYMPIA Original Cast, RCA Victor LSP 1368	247
96	96	WACK THE GUNDS-ALIVE IN MEXICO Dick Prosser, Warner Bros. W 1379	31
97	97	KINGSTON TRO AT LARGE Capitol T 996	108
98	98	DISCANTO Earl Warren, Jubilee JLP 3097	39
99	99	PIANO FANTE Earl Warren, Jubilee JLP 3097	39
100	100	MORE GREATEST HITS Carmelo Fracassi, MCA 8 394	240

This Week	Last Week	Title, Artist, Label	When on Chart
101	101	WOODY WOODY LOOKS AT LOVE AND LIFE Various Artists, Columbia PM 1	72
102	102	MOBY AND BESS Sound Track, RCA Victor LSP 1368	85
103	103	MR. LUCKY Dick Prosser, RCA Victor LSP 1368	12
104	104	THE HOT Sound Track, MCA 8 394	140
105	105	NO SUNDAY Sound Track, United Artists UAL 4077	27
106	106	NO SUNDAY Sound Track, United Artists UAL 4077	43
107	107	NO SUNDAY Sound Track, United Artists UAL 4077	58
108	108	THE LADY'S PRAYER Sound Track, Columbia BCL 3430	47
109	109	MOORE BROTHERS GOLDEN HITS Various Artists, RCA Victor LSP 1368	78
110	110	WALK, DON'T RUN The Ventures, MCA 8 394	28
111	111	HEAVENLY Original Cast, Columbia BCL 3430	97
112	112	SENTIMENTAL SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	33
113	113	IT'S ONLY THE Original Cast, Capitol J 1367	31
114	114	SAIL ALONG SWEET WIND Billy Vaughn, RCA Victor LSP 1368	40
115	115	FROM THE HAWAII Elmore Galt, Capitol J 1364	128
116	116	BOBBY BARN STRAY Earl Warren, Jubilee JLP 3097	22
117	117	KICK YOUR OWN SELF Sound Track, RCA Victor LSP 1368	48
118	118	HOW JIMMYE AT THE HONEY Various Artists, RCA Victor LSP 1368	42
119	119	GONE WITH THE WIND Sound Track, Columbia CL 68	40
120	120	CAMELOT Original Cast, Columbia BCL 3430	27
121	121	MORE HOLLYWOOD STARS Various Artists, RCA Victor LSP 1368	6
122	122	THEY OF THE MAPLE Dick Prosser, RCA Victor LSP 1368	82
123	123	CAR-CAR Sound Track, Capitol J 1367	82
124	124	LANDING BOON Wendy Woodbury, MCA 8 394	55
125	125	BEST WEST OF CAMPUS Sound Track, Columbia CL 1333	24
126	126	MUSIC MAN Original Cast, RCA Victor LSP 1368	178
127	127	TILL Dick Prosser, Warner Bros. W 1379	11
128	128	12 PLUS 3 GONALS 10 HITS Various Artists, RCA Victor LSP 1368	22
129	129	SIXTY YEARS OF MUSIC AMERICA Various Artists, RCA Victor LSP 1368	39
130	130	TWIST Original Cast, Capitol J 1367	38
131	131	MOOD POPULAR ANTHEM Chick Arkin, RCA Victor LSP 1368	34
132	132	LATIN A LA LEE Peggy Lee, Capitol J 1367	64
133	133	ONE DANCE WITH Frank Sinatra, Capitol J 1367	114
134	134	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1333	31
135	135	CHEAT ALONE'S WOODSHOP Original Cast, RCA Victor LSP 1368	83
136	136	CHERRY'S GREATEST HITS Various Artists, RCA Victor LSP 1368	31
137	137	MOODY WINTER Pat Boone, Del LP 284	10
138	138	BEYERNOY'S NEW ORLEANS Various Artists, RCA Victor LSP 1368	6
139	139	GUNN, GUNN, GUNN Pat Boone, Del LP 284	10
140	140	SON OF SPAIN, VOL. I Various Artists, RCA Victor LSP 1368	23
141	141	NO ONE BUT YOU Original Cast, RCA Victor LSP 1368	53
142	142	PUNK MORE SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	63
143	143	FIRORELL Original Cast, RCA Victor LSP 1368	51
144	144	ONE MORE GREATEST HITS IN THE WORLD Various Artists, RCA Victor LSP 1368	38
145	145	TIME OUT Dick Prosser, Columbia CL 1333	38
146	146	PEPE FERRARI'S NEW ORLEANS Various Artists, RCA Victor LSP 1368	52
147	147	EDDIE NO SUNDAY Sound Track, United Artists UAL 4077	27
148	148	YELLOW BIRD PERCUSSIONAL SPECTACULAR Various Artists, RCA Victor LSP 1368	7
149	149	MARIA OYERHARD Charlene Marra, MCA 8 394	6
150	150	IMMA LA PANCE Original Cast, Columbia BCL 3430	33

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	When on Chart
1	1	STARS FOR A SIMON NIGHT Various Artists, Columbia PM 1	9
2	2	EDDIE Sound Track, RCA Victor LSP 1368	28
3	3	CALIFORNIA Lawrence Welk, RCA Victor LSP 1368	26
4	4	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 4132	27
5	5	CAMELOT Original Cast, Columbia BCL 3430	27
6	6	THE SOUND OF MUSIC Original Cast, Columbia BCL 3430	72
7	7	TV SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	9
8	8	MUSIC FROM EDDIE AND OTHER GREAT THEMES Masterworks, London L 2591	33
9	9	ITALIA MIA Raffaella Carrà, RCA Victor LSP 1368	28
10	10	BEYER NO SUNDAY Sound Track, United Artists UAL 4077	27
11	11	CARNIVAL Original Cast, MCA 8 394	90
12	12	BING-A-BING BING Frank Sinatra, Capitol B 1901	109
13	13	SOUTH PACIFIC Original Cast, RCA Victor LSP 1368	109
14	14	ALL THE WAY Frank Sinatra, Capitol B 1901	15
15	15	ORANGE BLOSSOM SPECIAL & WHEELS Billy Vaughn, RCA Victor LSP 1368	4
16	16	HAPPY TIMES SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	28
17	17	GOIN' PLACES Elmore Galt, Capitol J 1364	4
18	18	SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	39
19	19	MY FAIR LADY Original Cast, Columbia CL 3096	109
20	20	PROVOCATIVE PERCUSSION, VOL. I Various Artists, RCA Victor LSP 1368	79
21	21	DELICATELY AT CARRIAGE BALL Earl Warren, Jubilee JLP 3097	67
22	22	BEYERNOY'S NEW ORLEANS Various Artists, RCA Victor LSP 1368	11
23	23	HAZEL WIT Elmore Galt, Capitol J 1364	22
24	24	BEAR Sound Track, MCA 8 394	81
25	25	PERVASIVE PERCUSSION, VOL. II Various Artists, RCA Victor LSP 1368	14
26	26	WILKAT Original Cast, RCA Victor LSP 1368	25
27	27	BEHIND BLUE EYED GIRLS Ray Charles, Impulse A-3	10
28	28	PERVASIVE PERCUSSION, VOL. III Various Artists, RCA Victor LSP 1368	71
29	29	DELICATELY AT CARRIAGE BALL Earl Warren, Jubilee JLP 3097	91
30	30	WEST SIDE STORY Original Cast, Columbia BCL 3430	201
31	31	YELLOW BIRD PERCUSSIONAL SPECTACULAR Various Artists, RCA Victor LSP 1368	7
32	32	THOUGHT IN PERSON Lionel Richie, RCA Victor LSP 1372	22
33	33	EYE EYE BOBBIE Original Cast, Columbia BCL 3430	11
34	34	B. L. BLUES Dick Prosser, RCA Victor LSP 1354	38
35	35	BREASTHEAT Earl Warren, Jubilee JLP 3097	39
36	36	LUCKY BOY LATE Dick Prosser, RCA Victor LSP 1368	12
37	37	SOMETHING FOR EVERYBODY Dick Prosser, RCA Victor LSP 1368	31
38	38	UNBELIEVABLE HOLLY BROWN Original Cast, Capitol J 1367	28
39	39	LAT IT WITH MUSIC Ray Charles, Columbia CL 1333	37
40	40	EDDIE TO JAZZ Eddie Martin, Vee Jay 3014	37
41	41	PERVASIVE PERCUSSION, VOL. II Various Artists, RCA Victor LSP 1368	49
42	42	BLUE HAWAII Billy Vaughn, RCA Victor LSP 1368	66
43	43	PROVOCATIVE PERCUSSION, VOL. III Various Artists, RCA Victor LSP 1368	45
44	44	PARTY SING ALONG WITH MITCH Mick Miller, Columbia CL 1333	39
45	45	RICE IS 21 Ricky Martin, Imperial IL 7128	1
46	46	BONNIE Leo Anderson, Columbia BCL 3430	38
47	47	RICE 'N' EAST Frank Sinatra, Capitol J 1367	48
48	48	WUNDERLAND BY NIGHT Earl Warren, Jubilee JLP 3097	28
49	49	BEST OF THE POPULAR PIANO CONCERTOS Various Artists, RCA Victor LSP 1368	10
50	50	GONE WITH THE WIND Sound Track, Columbia CL 68	40



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EASY LISTENING

From this week's Hot 100			
This Week	Last Week	Title, Artist, Label	Who on Chart
1	1	BILL WHEWYLS, SOHO Brook Benton, Mercury 71500	11
2	3	YELLOW BIRD Artie Lyons, Inc. 8024	9
3	4	THUNDER Cousins Francis, 10040 12019	5
4	5	SAN ANTONIO ROSE Perry Gramer, RCA Victor 7090	8
5	7	NEVER ON SUNDAY Charlene, Cadence 1402	4
6	10	MOODY RIVER Pat Boone, Dot 14300	13
7	9	WOODEN HEARTS OH! I BEND Joe Brown, Smash 1700	5
8	8	MY KIND OF GAIL Marty Stevens, Warwick 455	9
9	12	DON'T GET MONEY HARDY Lita Ford, Capitol-American 107	4
10	15	THE WRITING ON THE WALL Adam Wade, Curb 300	11
11	11	YOU'LL ANSWER TO ME Paul Page, Mercury 71625	5
12	13	SHOUL I Shirley-Long, Warwick 454	7
13	14	HUNT Tina Turner, Liberty 46400	1
14	17	TAKE A PINKY ADVISE Ray King Cole, Capitol 4002	5
15	16	AS IF I DON'T KNOW Adam Wade, Curb 300	1
16	19	WATER BOY Don Shirley Trio, Cadence 1392	3
17	18	GRABOLA Frank Sinatra, Capitol 4000	4
18	19	LA DOLCE VITA Ray Ellis, RCA Victor 7080	4
19	20	THE KING OF KAYAKING Joe Simmons, London 474	3
20	21	YEARS ON MY MIND Nashville Station, Carol 45579	1

HOT C & W SIDES

By special survey for week ending 7/20			
This Week	Last Week	Title, Artist, Label	Who on Chart
1	1	HEARTACHE B. S. & C. City Blue, Sonja 31544	9
2	1	I FALL TO PIECES Patty Love, Sonja 31540	17
3	5	SWEET LIPS Webb Pierce, Sonja 31540	9
4	6	TEARDROP James Jones, Mercury 71500	6
5	3	THREE HEARTS IN A TANGLE Ray Brooks, Sonja 31539	30
6	4	HOLLY WALLS Fanny Young, Capitol 4000	19
7	19	WHEN TWO WHOLDS COLLIDE Roger Miller, RCA Victor 7070	9
8	7	LOOSE TALK Jack Jones & Ron Reagan, Capitol 4000	19
9	11	NESSAR TO A BIRD Paul Davis, RCA Victor 7060	11
10	8	SAN ANTONIO ROSE Perry Gramer, RCA Victor 7090	6
11	10	OLAHOLAH HILLS Mark Thompson, Capitol 4000	9
12	12	SEA OF HEARTACHE Don Wilson, RCA Victor 7090	6
13	14	MY EARS SHOULD HORN Claude Gray, Mercury 71500	5
14	15	BILLBOARD BEATER Tex Ritter, Capitol 4002	6
15	16	HEART OVER MIND Ray Price, Columbia 45447	19
16	18	RED RIVER, BIG MAN Claude King, Columbia 45445	4
17	17	NEVERAL COUNTRY Paul Davis & Son, Capitol 4000	11
18	20	WHEED ON THE HIGHWAY Lita Ford & Sonja, Mercury 71407	7
19	21	THREE STOPS IN A HOLE George Hamilton IV, RCA Victor 7061	6
20	22	BLACKLAD FARMER Marty Stevens, Warner 455	2
21	23	WOM 4 DAD'S WALTZ Pauli Page, Mercury 71625	5
22	24	DON'T LET YOUR SWEET LOVE DIE Ray Ellis & Son, Sonja 31540	9
23	25	POULAN ARROUD Paul Davis, Capitol 4000	23
24	26	ELDER NEVER LIE Carl Smith, Capitol 4000	3
25	27	TWO MANY TIMES Lita Ford, Sonja 31540	4
26	28	LITTLE HOLE HEARD TO NO ONE Margie Smith, Mercury 71500	1
27	29	SHAKE HANDS WITH A LASS The Blue Belles, Sonja 31539	2
28	30	THERE MUST BE A BETTER WAY TO LIVE Lita Ford, Sonja 31540	5
29	31	THOUGHTS OF A POOL Frankie Ford, Sonja 31540	8
30	32	WHAT WOULD YOU DO Jim Brown, RCA Victor 7060	2

TEEN BEAT

From this week's Hot 100			
This Week	Last Week	Title, Artist, Label	Who on Chart
1	1	USCIN' AND TURNIN' Bobby Lewis, Bellmore 1000	14
2	3	SOARER TO THREE Bury (D. J.) Smith, Labeland 1000	10
3	4	I LIKE IT LIKE THAT Chris Kenner, Imperial 3020	9
4	5	SAYS OFF TO LARRY Don Shannon, Big Top 3070	8
5	6	RAINDROPS Don Clark, Vee Jay 303	13
6	7	SON DINK Brooks Lee, Sonja 31570	4
7	8	LEFT TWIST AGAIN Charley Croker, Parkway 834	6
8	9	LAST NIGHT Mar-Keys, Satellite 107	4
9	10	EVERY BEAT OF MY HEART Pam. Van Jay 304	11
10	11	PLEASE STAY Bitters, Atlantic 8100	9
11	12	COPD Sam Cooke, RCA Victor 7080	9
12	13	TRAVELIN' MAN Bobby Brown, Imperial 3741	14
13	14	SACKED Carolee, Big 3000	9
14	15	TELL ME WHY Brimstone, Satellite 300	19
15	16	HELLO HEART LAD Bobby Brown, Imperial 3741	13
16	17	PRETTY LITTLE ANGEL EYES Curtis Lee, Sonja 3002	4
17	18	HEART AND SOUL Jim and Sonja, Challenge 911	5
18	19	THE SWITCH-A-DOO Mark Sanford and the Midnighters, King 5010	5
19	20	THE FIVE The Five, Capitol 100	4
20	21	I'LL BE THERE Sammy Jr., Mercury 71600	4

HOT R & B SIDES

By special survey for week ending 7/20			
This Week	Last Week	Title, Artist, Label	Who on Chart
1	1	USCIN' AND TURNIN' Bobby Lewis, Bellmore 1000	9
2	2	BILL WHEWYLS, SOHO Brook Benton, Mercury 71500	9
3	3	I LIKE IT LIKE THAT Chris Kenner, Imperial 3020	9
4	4	EVERY BEAT OF MY HEART Pam. Van Jay 304	9
5	5	I DON'T MIND James Brown, King 5445	9
6	6	SOARER TO THREE Bury (D. J.) Smith, Labeland 1000	9
7	7	PEACE OF MIND M. H. King, Lead 300	4
8	8	THAT'S WHAT GIRLS ARE MADE FOR Salmon, T&A 1001	4
9	9	NO, NO, NO Charlene, Sonja 31540	4
10	10	I'VE GOT NEWS FOR YOU Ray Charles, Impulse 300	5
11	11	RAINDROPS Don Clark, Vee Jay 303	19
12	12	IT'S GONNA WORK OUT FINE The 5 The Tunes, Son 740	1
13	13	STAND BY ME Son & Son, Blue 8796	11
14	14	THE SWITCH-A-DOO Mark Sanford & the Midnighters, King 5010	1
15	15	LONGGONE WHISTLE BLUES Frankie King, Federal 10410	9
16	16	LAST NIGHT Mar-Keys, Satellite 107	3
17	17	HEART OF MY HEART Paul Smith, Sonja 31540	4
18	18	I'M COMING ON BACK TO YOU Lita Ford, Sonja 31540	5
19	19	DON'T LET ME WASH Bobby (Blue) Blue, Blue 300	1
20	20	ANYTHING WHEEL Lita Ford, Sonja 31540	11
21	21	MY THREE STONES Joe Fox, Bellmore 1000	5
22	22	PLEASE STAY Bitters, Atlantic 8100	3
23	23	I'LL BE THERE Sammy Jr., Mercury 71600	3
24	24	THE FLAT Mark Sanford & the Midnighters, King 5010	5
25	25	I NEVER KNEW Coke McPhee, Mercury 7080	3
26	26	I DON'T WANT TO TAKE A CHANCE Marty Smith, Sonja 31540	1
27	27	COPD Sam Cooke, RCA Victor 7080	6
28	28	MIDNIGHT GOOD LOVIN' Minnie, Sonja 31540	1
29	29	IT KEEPS RAINING Fats Domino, Imperial 3740	3
30	30	TE-LO-TE-LO-LO Brooks Lee, Sonja 31540	4

Listings represent used machines in average condition. Price quoted on each machine represents the average of quotes to operators by www.machinery.com and www.machinerytrader.com and averaged bi-monthly. Listings should be used only as a general guide, since machines of identical type and condition may have varying market values.

1. Lucite Alloy B-58 205 J Miami Beach B-55 SE 1 Auto Park (without car)

[illegible]

SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

Records shown here are important to buyers and programmers because this measurement of local popularity may well indicate popularity and sales on a national scale in the weeks ahead. These records have shown sharp local sales increases during the last ten days to two weeks, but are not necessarily best sellers in their markets. Records selling strongly in a sufficient number of markets have this national strength reflected in the Hot 100 chart this week.

NEW YORK

- I'M SO HAPPY (TRA LA LA)
Ducanes, Goldisc
- IN TIME
Steve Lawrence, United Artists

CHICAGO

- JIMMY LOVE
Cathy Carroll, Triodex

PHILADELPHIA

- I'M SO HAPPY (TRA LA LA)
Ducanes, Goldisc
- IF
Paragons, Tap
- IT'S GONNA WORK OUT FINE
Ike and Tina Turner, Sue
- I NEVER KNEW
Clyde McPhatter, Mercury

DETROIT

- DOES YOUR CHEWING GUM LOSE ITS
FLAVOR (ON THE BEDPOST OVER
NIGHT)
Lannie Donegan, Dot

BOSTON

- IF
Paragons, Tap

PITTSBURGH

- MY CLAIRE DE LUNE
Steve Lawrence, United Artists
- HERE IN MY HEART
Al Martino, Capitol

ST. LOUIS

- MY CLAIRE DE LUNE
Steve Lawrence, United Artists

CLEVELAND

- SHOULD I WAIT
Johnny Mathis, Columbia
- ST. LOUIS BLUES
Cousins, Parkway

BALTIMORE-WASHINGTON

- IT'S GONNA WORK OUT FINE
Ike and Tina Turner, Sue
- STARLIGHT
Preludes Five, Pk
- A LITTLE BIT OF SOAP
Jarmeli, Laurie

NEW ORLEANS

- I'M ON MY WAY
Al Hirt, RCA Victor
- BAND OF GOLD
Roomates, Valmor

NEWARK

- GUESS WHO
Gladys Knight and the Pips, Fury

MIAMI

- I NEVER KNEW
Clyde McPhatter, Mercury
- I JUST DON'T UNDERSTAND
Ann-Margaret, RCA Victor

MINNEAPOLIS-ST. PAUL

- I'M ON MY WAY
Al Hirt, RCA Victor

BEST BUYS IN RECORDS

These records, all of them on the Hot 100, Hot C&W and Hot R&B Sides charts, have registered sufficient NATIONAL sales action this week to be recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (*).

POP

- YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It) RAL
DONNER (Sequences, ASCAP) Gone 5108
- DON'T BET MONEY HONEY, LINDA SCOTT
(Figure, BMI) Canadian-American 127
- *I'M GONNA KNOCK ON YOUR DOOR, EDDIE HODGES
(Sigma, ASCAP) Cadence 1997
- MICHAEL, THE HIGHWAYMEN (United Artists, ASCAP) United Artists 285

C&W

- *BLACKLAND FARMER, FRANKIE MILLER (Peer Int'l, BMI) Starday 424
- MOM AND DAD'S WALTZ, PATTI PAGE (Hill & Range, BMI) Mercury 71528

R&B

- IT'S GONNA WORK OUT FINE, IKE AND TINA TURNER
(Smo & Coppi, ASCAP) Sue 749
- *THE SWITCH-A-ROO, HANK BALLARD AND THE MIDNIGHTERS
(Hecla, BMI) King 5319

SPOTLIGHT SINGLES OF THE WEEK

the pick of the new releases:

Strongest sales potential of all records reviewed this week.

Pop

JOHNNY TILLOTSON

WITHOUT YOU (Ridge, BMI) (2:06)—Here is Tillotson's first waxing since his last hit single, and it should step out rapidly. The warbler handles the big ballad with feeling and heart over multi-stringed ork support. Flip is "Cute Cadence 1484" (Ridge, BMI) (2:13).

MARK DINNING

LONELY ISLAND (Acut-Rose, BMI) (2:17)—Dinning hasn't had a hit for some time, but this one could put him back on the charts. A moving theme, penned by Boudleaux Bryant, is wrapped up in a plaintive multi-track styled reading. Flip is "Turn Me On" (Acut-Rose, BMI) (2:17).

FREDDIE KING

SEE SEE BABY (Sonic, BMI) (2:14)—King provides a showmanly warbling job on a feelingful, up-tempo blues, based on the traditional "C. C. Rider." Should move out in pop and r.&b. fields. Flip is "San-Ho-Zay" (Sonic, BMI) (2:40).

MALCOLM DODDS

LAUGH MY HEART (Roosevelt, BMI) (2:20)—Dodds turns in a sock vocal performance on a strong piece of material with standout lyrics. Watch it. Flip is "Without a Song" (Miller, ASCAP) (2:12).

JACKIE LEE

ISLE OF CAPRI BOOGIE (Chappell, ASCAP) (2:06)—A rough, swinging r.&r. version of the standard in the boogie woogie groove shows off Jackie's talents at the organ. Combo adds strong support on the side. Flip is "Bongo Shuffle Boogie" (Aqua, ASCAP) (2:13).

THE SUMMITS

GO BACK WHERE YOU CAME FROM (Clarore, BMI) (2:08)—The boys sing this one in a wild rocking groove. Dealer Irving Rose has another strong item in this twinger which, besides a powerful vocal effort, also spots sock rhythm support. Flip is "Times Square Stomp" (Clarore, BMI) (2:08).

JOHNNY MADARA

VACATION TIME (Murad, BMI) (2:10)—This side features some hard blowing sounds which team instrumental performance with an exuberant vocal chorus all in front of a driving beat in the current groove. On the other flip is "A Story Untold" (Rush, BMI) (2:26).

HAROLD JACKSON

THE FREEDOM RIDERS (Dimples, BMI) (2:24)—Here is a wild, driving and exciting instrumental, with an added fillip by the pungent comments in favor of the freedom rider. Interest, topical was for many markets. Flip is "Travelin'" (Dimples, BMI) (2:20).

THE CLEFTONES

DEED I DO (Laurel, ASCAP) (2:10)—FOR SENTIMENTAL REASONS (Duchess, BMI) (2:33)—The group has had a powerful revival with their dishing of "Heart and Soul," and either of these two new updations of oldies could click in the same manner. Both are done with style and a sound. Watch them.

BEN E. KING

SOUVENIR OF MEXICO (Progressive-Trio, BMI) (2:10)—AMORE (Peer, BMI) (2:51)—King has had an broken string lately and this pairing can keep him right up there. Top side is an interesting ranchero-styled effort sung with much emotion, while the flip is a fine revival of the oldie. Both get virtuoso performances, and both can go.

THE COASTERS

GIRLS GIRLS GIRLS (Parts 1 and 2) Progressive-Trio, BMI) (2:07 and 1:51)—The boys have their sharpest effort in quite a spell. Cute material, written by Lieber and Stoller, is done in straight shuffle tempo on Side 1, with a double time, rocking beat spotlighted on the flip. Side 2 could have a nice but both are strong.

KENNY CHANDLER

THE MAGIC RING (Trio, BMI) (2:31)—DRUMS (Trio, BMI) (2:18)—A strong new artist bows with a pair of solidly salable sides. First up is a good ballad sold over strong ork and chorus backing. Flip is a stirring, martial-styled effort that moves equally well. Either way here.

United Artists 342
(Continued on page 35)

BILLBOARD MUSIC WEEK

ANNOUNCES ITS ANNUAL SPOTLIGHT ON

jazz

COMING IN THE AUGUST 14 ISSUE

VERY SPECIAL

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The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

★ Strongest sales potential of all records reviewed this week.

◆ Continued from page 33

Country & Western

BUCK OWENS



BOBBY HELMS



EDDIE ROBERTS



THE CROSS KEYS



THE CROSS KEYS



THE CROSS KEYS



THE CROSS KEYS



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THE NATION'S TOP TUNES HONOR ROLL OF HITS

FOR WEEK ENDING JULY 30

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

This Week	Last Week	Title	Composer-Publisher	Writers
1	2	TOSSIN' AND TURNIN'	By Adams-Rene—Published by Steven (BMI)	8
2	1	BOLL WEEVIL SONG	By Clyde Otis-Brook Benton—Published by Play (BMI)	8
3	4	NEVER ON SUNDAY	By Manos Hadjidakis—Published by Estem-Sidmore (BMI)	17
4	3	QUARTER TO THREE	By Bengt-Guido-Anderson-Reyster—Published by Pope (BMI)	8
5	6	YELLOW BIRD	By Lebert-Kath—Published by Frank (ASCAP)	7
6	5	EVERY BEAT OF MY HEART	By Johnny Otis—Published by Valio (BMI)	8
7	7	SAN ANTONIO ROSE	By Bob Willis—Published by Bourne (ASCAP)	5
8	8	RAINDROPS	By Don Clark—Published by Conrad (BMI)	9
9	9	MOODY RIVER	By Gary Bruce—Published by Keva (BMI)	7
10	10	HATS OFF TO LARRY	By Del Shannon—Published by Vicki-McLaughlin (BMI)	5
11	12	DUM DUM	By Sharon Sheeley-Jackie DeShannon—Published by Metric (BMI)	4
12	13	I LIKE IT LIKE THAT	By Chris Kenner—Published by Tune-Kol (BMI)	11
13	11	HELLO MARY LOU	By Gene Piny—Published by January (BMI)	11
14	14	TOGETHER	By De Syra, Brown & Henderson—Published by De Syra, Brown & Henderson (ASCAP)	4
15	20	LET'S TWIST AGAIN	By Mann-Appel—Published by Kaimann (ASCAP)	2
16	18	PLEASE STAY	By Bert Bechert-Bob Hilliard—Published by 11th Floor-Quartet-Wildes (ASCAP)	4
17	17	TRAVELIN' MAN	By Jerry Fuller—Published by Golden West Melodies (BMI)	12
18	—	LAST NIGHT	By Max Krys—Published by East-Brook (BMI)	1
19	22	HEART AND SOUL	By Carmichael-Lester—Published by Famous (ASCAP)	6
20	28	CUPID	By Sam Cooke—Published by Kapp (BMI)	3
21	26	MY KIND OF GIRL	By Leslie Bricusse—Published by Hollis (BMI)	2
22	19	STAND BY ME	By King-Cliff-Glick—Published by Progressive-Trio (BMI)	9
23	—	WOODEN HEART (Muss I Denn)	By Wino-Walton-Towner-Kennedy—Published by Gladys (ASCAP)	1
24	21	RUNNING SCARED	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	12
25	27	SACRED	By A. Ron-W. Lantieri—Published by Rambon-Dynasty (BMI)	3
26	30	THE SWITCH-A-ROO	By Hank Ballard—Published by He-Lo (BMI)	2
27	23	TELL ME WHY	By Marshall Hefland-Don Carter—Published by Lins (BMI)	5
28	—	PRETTY LITTLE ANGEL EYES	By Lew Brown—Published by S.M.K. (BMI)	1
29	—	THE FISH	By Lowe-Mann-Appel—Published by Lowe (ASCAP)	1
30	—	I'LL BE THERE	By King-Cliff-Glick—Published by Progressive-Trio (BMI)	1

WARNING:The title "HONOR ROLL OF HITS" is a registered trademark and the listing of the list has been copyrighted by Billboard Music Week. Use of either may not be made without Billboard Music Week's consent. Requests for such consent should be submitted in writing to the publishers of Billboard Music Week at 1564 Broadway, New York 36, N.Y.

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

* Continued from page 24

Country & Western

SPOTLIGHT ALBUM (2-12")

Various Artists, Starday SLP 140—A two record album of top country tunes including, "Alabama," "Please Help Me I'm Falling," "Wings of a Dove," "Seasons of My Heart" and "Miller's Cave" (plus many others) performed by some country music greats like Cowboy Copas, Margie Singleton, George Jones, Frankie Miller and Justin Tubb. It's billed as a "special limited edition" at \$4.98 and is a real buy for the many country fans.

POP P'S

STRONG SALES POTENTIAL

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lure," "Burr Burr A-Didde It," and "Tall-tale Lasse." There are 15 different selections on the disc, which should help it become a strong seller.

★★★★ JOURNEY TO LOVE

Teddy Randazzo, ABC Paramount ABC 352 (Stereo & Monaural)—Teddy Randazzo is a fine singer of songs here and he sells them with the warmth and feeling that have always been his forte. He is helped very much by the arrangements of conductor Marion Evans and the large orchestra. Tunes include "Lady of Spain," "Brazil," "Autumn in New York," and "Under Paris Skies." Good wax for programming and for the singer's teen and adult fans.

★★★★ HARMONICALLY YOURS

Jerry Murda's Harmonists, Mercury MG 2648—Backed by a full orchestra, Murda and his group provide, tasteful, melodic harmonic treatments of some available titles and originals. Selections include "Domino," "Starbird," "Sweet Lullaby," and "Charmaine." Listenable wax for juke. Amusing cover of cartoon-cat gives LP some display value.

★★★★ SINGING SOFTLY RED

Red Prysock, Mercury SR 4618 (Stereo & Monaural)—Tenor sax man Red Prysock brings his gutsy, driving tone around a flock of familiar tunes, with a definitely noticeable result. Prysock's a big band with rhythm, brass, saxes and the addition of boogie and congas. The selection of repertoire includes "Stella by Starlight," "Mr. Wonderful," "Flamingo," "Swamy Valentine," and "Dance Me a Little." Prysock's band sound with Prysock born much in evidence throughout.

★★★★ MY HEART SINGS

Sarah Vaughan, Mercury SR 4617 (Stereo & Monaural)—Lovely singing by Sarah Vaughan makes this fine new LP. The tunes include "Through a Long and Sleepless Night," "New Dawn," "Dance Me a Little," "Our Waltz," "Sarah has never sung better and the backing by the Clyde Otis orchestra is hard and warm. A prize for Sarah's fans.

(Continued on page 38)

Best Selling Sheet Music in U. S.

This Week	Last Week	Title	Writers
1	1	NEVER ON SUNDAY—Estem-Sidmore (BMI)	13
2	2	EXODUS—Chappell (ASCAP)	35
3	3	CALCUTTA—Pincus-Symphony House (ASCAP)	30
4	6	HEY, LOOK ME OVER—Morris (ASCAP)	26
5	15	YELLOW BIRD—Frank (ASCAP)	6
6	9	LATE DATE—Acuff-Rose (BMI)	31
7	—	PORTRAIT OF MY LOVE—Piccadilly (BMI)	10
8	5	HELLO MARY LOU—January (BMI)	4
9	7	WHEELS—Dundee (BMI)	23
10	4	SAN ANTONIO ROSE—Bourne (ASCAP)	4
11	8	APACHE—Regent (BMI)	20
12	12	MOODY RIVER—Keva (BMI)	7
13	—	GREEN LEAVES OF SUMMER—Feist (ASCAP)	25
14	10	WONDERLAND BY NIGHT—Roosevelt (BMI)	27
15	—	MISTY—Octave (ASCAP)	52

Times are ranked in order of their current national sales importance at the sheet music jobber level.

Writers are ranked in order of their current national sales importance at the sheet music jobber level.

MERCURY IS HOT IN ALBUMS, TOO!

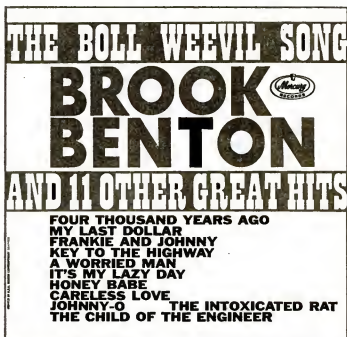
Just Out!
**BROOK
BENTON**

*The Boll Weevil Song
And Eleven Other Great Hits*

**BE SURE YOU'RE STOCKED UP ON
THESE OTHER MERCURY TOP
ALBUMS DURING MERCURY'S
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SINGER ONE STOP

Reviews of New Albums

Continued from page 36

MODERATE SALES POTENTIAL

★★ GOLDEN HITS
They Still and His Orchestra, Mercury
MG 26431.

★★ MAKIN' THE SCENE
The Zeniths, Atlantic 8843.

★★ ENGLAND'S ENCHANTING
BEVERLY SISTERS
Capitol ST 10246 (Stereo & Mono)

★★ ROBERT CLARY LIVES IT UP
AT THE PLAYBOY CLUB
Aristic 8053.

STRONG SALES POTENTIAL

★★★★ WILBUR DE PARIS ON THE
RIVERA
Atlantic 1343—This album was recorded
live at the Asinara Jazz Festival in France
last year. It contains familiar Dixieland
tunes, played in a bright manner by Wilbur
De Paris and his combo, but the audience
excitement is enough to raise it above the
level of most Dixie LP's. The tunes range
from "South Rampart Street Parade" to
"Charcoal Marmalade." Both in the U.S.
and abroad this act should appeal to the
many fans who still like Dixieland.

★★★★ MEETIN' HERE
Curtis Amy and Paul Borek, Pacific Jazz
PJ8—Here's a collection of bright, swing-
ing modern jazz sides featuring Curtis Amy
on tenor and Paul Borek on organ. Due to
be for listening enjoyment. All of the
sides move and Amy and Borek seem to
take pleasure in what they are playing.
Times include the title song, plus "If I
Were a Bell" and "Angel Eyes." Good
value.

★★★★ PRETTY LADY
Lee McCann, Ltd. Pacific Jazz PJ-35—

A listenable trio album with McCann's
impassioned chorals, sometimes Portland-
like piano joined by the very active help
of Herb Lewis, bass, and Ron Jefferson, drums.
Many of the tunes start with an almost
clinical, non-rhythmic statement of theme
with the group suddenly breaking into a
slow but persistent beat interpretation. Over-
lengthy liner notes dwell almost exclusively
on an attack on jazz critics, but aside from
this drawback, the listening is nice and
easy.

★★★★ STRONG
SALES POTENTIAL
★★ BLOWIN' THE Blues Away
The Bob Wilber Quintet featuring Clark
 Terry, Classic Jazz CJ-9.

★★ MOVIN' EAST
Jazz Revolution Quintet, Mercury SR
8840 (Stereo & Mono)

★★ STRAIGHT AHEAD
Dave (Fathers) Newman, Atlantic 1366.

CLASSICAL LP'S

STRONG SALES POTENTIAL

★★★★ ANIARA 8-127
Schubert of the Royal Opera, Stockholm
Chorus and Orchestra of the Vienna Volksoper.
Columbia M23 918 (Stereo & Mono)—
"Aniara" by Karl Birger Blomdahl.
Sweden was premiered in Stockholm in
1959. This is the first recording of the
work and it should create a lot of interest
among contemporary classical music fans.
It is a journey into space by a space
ship called "Aniara" and it is basically
concerned with man's spiritual isolation.
The music is modern and the opera itself
is modern and exciting. It is performed
authoritatively on this record with the members
of the Royal Opera of Stockholm, with soprano
Kjellin Delfert featured. It contains the
libretto and interesting liner notes.

★★★★ ORIGINAL BEN
John Lewis, Atlantic 1378—John Lewis
of the Modern Jazz Quartet composed this
ballet for the San Francisco Ballet Company,
and it was produced by that company early
in 1961, with a libretto by poet Kenneth
Rexroth. It is interesting composition, with
the sounds and movements of modern life
revealed by a conventional orchestra. The
composition is in six parts, starting with
the "Creation of the World" and ending
with the "Expulsion From the Garden of
Eden." It is doubtful if it is doubtful if the
work will become a permanent part of the
symphonic repertoire, there is enough interest
in the work of John Lewis to make this album
a good bet.

SPECIALTY LP'S

STRONG SALES POTENTIAL

LOW PRICED CHILDREN'S

WILD DENNY'S STORY OF
NIKKI, WILD DOG OF THE NORTH
Disclosed ST-1113—A thoroughly
disgusting experience for the kiddies.

This is a tale of a lanky dog of the north-
land, but life there with her master and her
animal friends, including a cub. The nar-
ration, which is mostly background and oc-
casional sound effects, is by Thelma Ketterli.
Music is by Paul Smith. A fine, clean-cut
nature adventure story that all kids will dig.
Hard to say, there's a great photo of
Nikki herself on the cover to spur sales.

★★★★ INTRODUCTION TO OPERA
Pao-Hernandez Symphony Orchestra and
Opera Chorus, Golden LP 4—This is a
worth recommending to those who wish to
provide no initial taste of opera to children.
It offers, via narrative, the story of 10
great operas, plus some vocal highlights from
each work, through the artists involved are
not of first-class caliber, they are up to the
needs of this disk.

★★★★ AN INTRODUCTION TO GREAT
PIANO MUSIC
Harry Davis, Golden LP 4—Despite per-
formances that leave a great deal to be
desired, this disk should achieve a respect-
able sale, for it provides young students
with nearly two dozen performances of
staples of the keyboard, including works by
such composers as Beethoven, Mozart, Schu-
mann, Bach and Chopin. A good gift item
for the junior set.

INTERNATIONAL

★★★ FRENCH GIRLS SING
ENCORE

The Dijon Sisters, ARC Paramount ARC
344 (Stereo & Mono)—and 1378 (13-14)
French chorus registered solidly with their
first non-FP album, and this one should
enjoy similar success. Their fresh, youthful
voice blend is spotlighted on a group of
happy French tunes—"Poco A Poco," "La
Ciao," etc., plus such mood-provoking items
as "La Mer" and "Moulin Rouge." Inter-
esting jazz programming.

★★★★ SWINGIN' MEXICO
La Banda De Chacho, Capitol ST 10279
(Stereo & Mono)—Chacho Mendoza's
band is a musical outfit that is a
pop-type group. But it seems to have mod-
ernized somewhat the arrangements of some
favorite old Mexican tunes, without altering
their character or feeling. Yet, by Mexican
standards, these are swinging renditions,
lively and spirited, enough so to set this
disk off somewhat from the average col-
lection of music from below the border.

MUSIC INSTRUCTION

★★★★ LET ME TEACH YOU TO PLAY
THE HARMONICA

Chas. De Hones Music Mimeo OM MEMO
1014—This is the latest in the fine series of
music education disks released by the Mimeo
label. In addition to the usual LP-style
recording and the booklet the package also
contains a Mimeo and De Hones Harmonica.
Students of the instrument, as well as those
with a passing interest in the harmonica,
the harmonica will find this very useful.

★★★★ EVOLUTION OF THE BLUES
The Bob Wilber Quintet, Music Mimeo OM
MEMO-1018—An ambitious production
with considerably broader appeal than many
of the earlier Music-Mimeo OM series. This
is a double-fold package and actually a
duplicate musically of an earlier album with
the same group and material called "Blowin'
the Blues Away," on the Classic Jazz label.
Here, various trumpet and tenor parts
are combined with a complete horn section
in with the scored solos of these instruments
from the earlier album. Beyond that, the
concept of showing step by step the develop-
mental process of the blues is an interesting
one. For it's special market, the set has
strong appeal.

★★★★ LET ME TEACH YOU TO PLAY
THE UKULELE

De Hones Music Mimeo OM MEMO-
1019—Another interesting Music-Mimeo OM
project, except this time there is no back-
ground group with whom to play the instru-
ment. This is strictly an exposition on
how to play the ukulele with a back of
steps including tuning, fingering, exercises,
etc. Included, too, is printed material detailing
many different finger positions and other
basic chords. This could have a lot of
popular appeal especially with the younger
adults.

RELIGIOUS

★★★★ SOMEBODY'S WATCHING OVER
YOU

The Philadelphia, Mercury SR 60423 (Stereo
& Mono)—A well-made album of fu-
mular religious songs performed with im-
pact and feeling by the Philadelphia.
This group, who traveled a great deal with
the Philadelphia, offer a moving and
renditions of "How Low I Lay," "I
Am Not (What) He Wants," "I'm
Working on a Building," "Some-
one's Watching Over You." The last
features an excellent vocal performance by
Charles (Rusty) Goodman.

MODERATE SALES POTENTIAL

★★★★ THE GOLDEN VOICE OF SACRED
SONG

Ed Luman, Supreme SS-2045 (Stereo &
Monaural).

★★★★ DAY IS DYING IN THE WEST
Paul Mickelson, Supreme CS-6041 (Stereo
& Monaural).

★★★★ THE LONDON SYMPHONIC
BAND AND WALK CHORUS
Suprema SS-2045 (Stereo & Monaural).

★★★★ I'VE DISCOVERED THE WAY
Helen Launderson and Joseph Bellini,
Suprema SS-2043 (Stereo & Monaural).

★★★★ ROOM AT THE CROSS
All Cast with the Paul Mickelson Oct.
All Cast, Supreme SS-2041 (Stereo &
Monaural).

STRONG SALES POTENTIAL

SPECIALTY

★★★★ SOUND EFFECTS VOL. 2
Harry Davis, Audio Pictorial AP 55 7910
(Stereo & Mono)—This is the second in
the label's series of sound effects sets and
it contains everything from a car crash to
a baby crying. There are also
many other sound effects, including a
man and many more. It is aimed at stereo
and high fidelity hi-fi fans who are
collecting their equipment. It also has a serious use
for sound engineers.

(Continued on page 39)

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NEW

SOUND EFFECTS ALBUM!

• Reviews of New Albums

• Continued from page 38

*** MODERATE SALES POTENTIAL

*** OUT OF THE MOUTH OF BAKES
Sandy Baron, Shell 1712.

*** STRONG SALES POTENTIAL

SPOKEN WORD

*** ANTHOLOGY OF ENGLISH VERSE (VOLUME 2)

Various Artists, Folkways FA 599L—In its own narrow market, this series of readings should do quite well. Selections from the works of Auden, Wordsworth, Tennyson, Browning and others are read by a group of British performers including Lady Bowen, Pauline Latta, V. C. Clinton-Hodgkin, Cuthbert Hobbs, Michael Horden, John Laurie and C. Day Lewis. This is Volume II of a series. Complete lists of all the poems read are included on a leaflet.

*** THE BEST OF CRAZY ADE
Bruce Spencer, World Pacific WP-1407—Here is an album that has enough humor to create a stir for itself. The crazy ad idea is not new to regular viewers of Jack Paar and other TV outings, but those who are familiar will get a lot more for their money here. Creator Bruce Spencer splits them off in a merry rite, with such offerings as "The banana, Army cook books, banana's removal, or perhaps a classified ad, 'No room for rest.' Many funny moments are packed into this one and the cover is different enough to get people to ask a few questions.

*** MODERATE SALES POTENTIAL

*** KINDER, LUMBIER REDDIN
YIDDISH (CHILDREN LET US SPEAK YIDDISH)
Paul Sherman, Strand SL 5906L.

*** POETRY IN THE SOUND, A
POETRY WORKSHOP
George Abbot, Folkways FA 596A.

*** ANTHOLOGY OF ENGLISH VERSE (VOLUME 2)
Various Artists, Folkways FA 599L.
*** WILL HOLT AND DOLLY JOHAN ON THE BRINK
Atlantic 1951.

FOLK

*** JACK ELLIOTT SINGS THE SONGS OF WOODY GUTHRIE
Prestige-International 15014.

*** OSCAR BRAND SINGS FOR ADULTS
ABC-Paramount ABC 348 (Stereo & Monaural).

*** FOLKSONGS OF IDAHO AND UTAH
Ronald Strick, Folkways FA 5343.

*** VAN RONK SINGS
Dart Van Ronk, Folkways FA 2383.

COMEDY

*** TALES OF THE BAYOU
Cabe Fela, Mercury SR 6643 (Stereo & Monaural).

INTERNATIONAL

*** A VISIT TO BORNEO
Various Artists, Capitol T 1671.

*** SEEING ISRAEL WITH GEORGE JESSEL
Jessel, Strand SL 1631.
*** GLORIA LASSO
Capitol ST 10284 (Stereo & Monaural).

Radio Luxembourg

• Continued from page 3

Lux's deejay tandem, Alan Freeman and Barry Alldis would then read the letter, play the record, and smash it with a hammer. A piece of the record is then returned to the listener, autographed by Alldis and Freeman.

The program rapidly became a success. However, it occurred to executives of the performing rights societies, as well as diskery brass, that the Radio Lux show might not be the best way to boost record sales. The author-composer organizations and diskeries have taken particular umbrage to the fact that disks are smashed amid uproarious hilarity for reasons having nothing to do with quality.

EDDIE HODGES
I'M GONNA KNOCK ON YOUR DOOR
CADENCE 1397



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RECORD SOURCE, INC.

• Reviews of New Singles

• Continued from page 35

voal and infectious rock backing. (R-T, BMI) (2:23)

*** Goodnight! Cincinnati. *Goodnight, Tennessee*—Leroy country hit is sung with verve and good bounce by York. (Savoy, (Tannen, BMI) (2:30)

BOB LUMAN
*** You're Turned Down the Light—**WARNER BROS.** 5133—A country weeper is backed a scintillating performance by Luman, over simple backing. His reading is very strong and the side could get action. (Tannen, BMI) (2:50)

*** Private Eye—**Bob Luman** sells this attractive Boulevard Bryant tune solidly aided by chorus and a pounding combo. This is about a private eye with a large number of clients. (Acad-Rose, BMI) (2:12)

BOBBY CURTIS
*** Don't You Sweat Me—**DEL-FI** 4163—Bobby Curtis blows on the melody with a forthright statement to his old friend who has re-written him over the

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THE POP EYE TWIST

b/w **DEVIL-DOG ROCK**

by **Frankie and the Flips**

Savoy #1602

SAVOY (RECORDED NEWARK 2)

years. The cluster has a good style and the backing is in the current groove. Good side. (Kemo, BMI) (2:20)

*** My Heart's Tones—**Ted-T**—The singer tries hard on this novelty but the flip is many times stronger. (Kemo, BMI) (2:14)

*** MODERATE SALES POTENTIAL

POPULAR

THE JAVALENS

*** Took a Chance (I Took a Chance)—**Ted & Way (I Love You)**, TRU EKO 6902.

JIMMY STEWART
*** Winner Take All—*** I'll Remember You. ACE 612.

FOUR-STAR

*** Play It Again—*** Shout at Sandy Cove, BAMBOO 512.

JOHN RITCHIE
*** You're Gonna Goss, Goss, Goss. 20TH FOX 269.

WILL FOX AND HIS LUCKY SEVEN
*** Ticker's a Modern. 20TH FOX 269.

THE PRECISIONS
*** You Can't Play Games—*** Dream On. STRAND 2508.

SERLIPS ORK
*** Lachetate Romance—*** La Matina. CAPITOL 4596.

RON WALDEN
*** Which Girl—*** Keep Your Hands Off. VIBRA 101.

BILLY STAFFORD
*** Papa Shotgun—*** I Love You. JAB 104.

THE BLENDERS
*** You're the Walkin' With My Baby—*** Tell Me What's On Your Mind. DECCA 3124.

FORD FAGLIN
*** Travelin' Mood—*** My Head is Splendid. IMPERIAL 5763.

BETTY LOGAN
*** Ball—*** Hello Hello During. FAIRBANK 5104.

BILLY PRESTON
*** There's a Brand New Picture in My Pictures Frame—*** My Kind of Music. CONTRACT 5101.

CLINT MILLER
*** A Girl With a Ribbon in Her Hair—*** I Still Write Your Name in the Sand. HEADLINE 1013.

BILLY DAGGETT
*** I'm Just a Country Boy—*** Temper. ROMA 2627.

FRANKIE AND THE FLIPS
*** Pop-Eye Twist (Pop-Eye the Baby Man)—*** Devil Dog Rock. SAVOY 1602.

THE CRAFTYS
*** L-O-V-E—*** Heartbreaking. World 7 ARTS 708.

RONNIE ALLEN
*** Runnin' Shoes—*** Flip Over You. SUN 367.

AL TOUSAN
*** A Blue Mood—*** Mon Mon. BLUE 106.

THE INFATIGATORS
*** I Found My Love—*** Where Are You? DESTINY 504.

JOHNNY ROCKER
*** I'm Just a Country Boy—*** Temper. ROMA 2627.

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THE CRAFTYS
*** L-O-V-E—*** Heartbreaking. World 7 ARTS 708.

JACK DANIELS
*** I Gave to You My Heart—*** Do a Good Turn. SAND 341.
*** Last Last Evening—*** Fox 7018—James J. James this one novelty pleasantly well a Donald Duck voice lends sympathy. Side is never enough to get action. (Crisp, BMI) (2:25)

*** STRONG SALES POTENTIAL

COUNTRY & WESTERN

SONNY JAMES
*** Hey Little Ducky—**RCA VICTOR** 7018—James J. James this one novelty pleasantly well a Donald Duck voice lends sympathy. Side is never enough to get action. (Crisp, BMI) (2:25)

*** Innocent Angel—Interesting ballad is sold with feeling by James over good support by the band. Worth spin. (Mason, BMI) (2:38)

RAY SANDERS
*** Walk Slow—**LIBERTY** 5548—Sand's charming by Sanders on moving country wiper with good lyrics. Watch it. (Pamper, BMI) (2:43)

*** Two Hearts Are Broken—Forthright whirling by singer on appealing tempo country wiper. (Pamper, BMI) (2:17)

TONY EFFER
*** Good Gray Barn—**GALLAHAD** 101—Good reading of the new Spade Cowboy story by Effer. Could get spin in pop and country. (Chedick, ASCAP) (2:20)

*** Shame on You—Pleasant performance of the old hit, but the flip counts for more. (Gibbs, BMI) (2:28)

THE JAZZIES
*** Junction—**ARGO** 5394—If Benny Golden's jazz handles the blues effect in warm fashion with the horns is just what the side. A good side for jazz juke. (Landscape, BMI) (2:15)

*** Dal—World rocker is played brightly by the jazz combo. It's far out but worth spins on jazz programs. (M.J.J., BMI) (2:45)

DOONY YOUNG
*** Go Ring the Bells—**DECCA** 31283—A well-timed piece of country-orientated ballad war. The side has a warmer message than the Young then it with Young's simple arrangement. Pleasant sound. (Acad-Rose, BMI) (2:34)

*** I Goss I Had It Coming—Young sings this medium-beat in dual-track style. Another side with a good bit of country charm. Nice performance. (Tee, BMI) (2:12)

ELIM WHITMAN
*** When I Call on You—*** When I Call on You. IMPERIAL 5766.

SMILEY MONROE
*** Lip of a Fool Boy—*** I'm Tuff. Tuff Music. KING 5512.

COLEMAN WILSON
*** Fashin' Zone Blues—*** Flat Feet. KING 5512.

HANK MILTON
*** Gittin' Guss—*** As You Were. UNITED SOUTHERN ARTISTS, INC. 105.

EDDIE BOND
*** Second Chance—*** The Old Heart of Mine. UNITED SOUTHERN ARTISTS 106.

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ELIM WHITMAN
*** When I Call on You—*** When I Call on You. IMPERIAL 5766.

*** Little Too Close to Be Afraid—**The Rev. Lawrence Roberts** is soloist here on a slow, soulful expression of the choir and the organ. Two incredible sides. (Savoy, BMI)

*** MODERATE SALES POTENTIAL

THE GOSPEL CLERK
*** The Gospel Clerk—*** The Gospel Clerk. SAVOY 4161.

JAZZ
*** Bessie's—*** The Soul—*** Bessie's. SAVOY 4161.

AMERICAN
*** Bessie's—*** The Soul—*** Bessie's. SAVOY 4161.

INTERNATIONAL
*** Bessie's—*** The Soul—*** Bessie's. SAVOY 4161.

NOVELTY
*** Bessie's—*** The Soul—*** Bessie's. SAVOY 4161.

JIMMY MONROE
*** Bessie's—*** The Soul—*** Bessie's. SAVOY 4161.

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Cumberbatch Named Artia Nat. Sales Mgr.

NEW YORK—Stan Cumberbatch, formerly sales manager of Elektra Records, has been named national sales manager for Artia Records and its subsidiary labels, Parliament, MK, Supraphon and Qualiton labels. The appointment was made by Artia chief Peter Sutro. Cumberbatch, who also has had experience as sales and promotion manager for New Sound Distributors on the West Coast, will deal with distributors, rack jobbers and one-stops for the Artia label.

His first swing around the country will be in support of Artia's current one LP free with every three LP's purchased, the firm's summer dividend plan. It started June 15 and runs through August 31. It covers all Artia labels.

Original Hit!!

Theme from

LA SOLA VITA

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on 20" FOX

A Chart Buster!

'YOUR GIRL'

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'BABY BABY'

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America's Largest and Oldest

ONE-STOP RECORD SERVICE!

45 RPM 60c

ALL LP'S-REGULAR DISTRIBUTOR

WHOLESALE—NOTHING OVER

SAME DAY SERVICE

The MUSICAL SALES COMPANY

The Musical Sales Co. Inc.

Baltimore 1, Maryland

Smashing Through N. Y., N. J., Phila. etc.

"I'M SO HAPPY"

by **THE DUCANES**

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THE SINGLE... THE TRADE

DOUBLE "PICKED"

The Billboard & Music Vendor

'ST. JAMES INFIRMARY'

2 BIG HITS BY BIG

BOBBY 'Blue' BLAND

The Cash Box & Music Reporter

'DON'T CRY NO MORE'

Duke Record #340

BELGIAN DEALERS, MFRS AGREE ON PRICING CODE

Continued from page 1

distributors have agreed that dealers who are able to reach a higher per cent, which will be proportional with their purchases.

6. The CS has announced that it is willing to move against dealers who are selling their records under the fixed prices determined by the CS. Dealers should understand that they all have an interest in keeping the market sane, although it has to undergo cut-price attacks from warehouses, and in spite of the lower prices of records in some neighboring countries, such as Germany and Holland.

Many admit that in the Belgian record prices are too high but feel that it is not reason why some dealers should damage their colleagues by undermining them. Therefore, the members of the Federation are being asked to take notice of price violations and to present them to the NFBRD.

Liberty Offers 100% Guaranteed LP's

Continued from page 3

product of gaining maximum exposure at the retail level. Dealers taking stock in August will have Liberty merchandise on hand for a full six-month period. Manufacturers have felt for some time that far greater sales could be realized if

dealers kept their product for a longer period of time, rather than shooting it back before it has had a chance to move. Liberty feels that in extending its program's payment and return period to a half-year it will remove the usual dealer anxiety to send back merchandise before it proves its sales appeal.

All orders during the program will be granted a 10 per cent discount. Liberty national sales manager Don Bohanan told *Billboard* that the firm's analysis of dealer needs strongly favored dealer protection rather than discounts. "We had a choice, just as did the other record companies, between offering bigger discounts or full protection," Bohanan explained. "Our studies convinced us that the dealer would rather have maximum protection, be secure in his buying, knowing that whatever he orders we will back up with a full 100 per cent guarantee. Furthermore, the dealer has plenty of time to pay for his order, and therefore, can buy with confidence."

Liberty's top brass will conduct four regional sales meetings during which its fall program will be explained in detail to the sales forces of all its distributors. Liberty executives, hitting the road will include Board Chairman Si Warnock, President Al Bennett, national sales manager Bohanan, and assistant sales manager Ken Evercomb. Meetings will open here Sunday (23), will then move to Chicago on Wednesday (26), New York on Friday (27), and be concluded in New Orleans on Sunday (30). To coincide with the program with maximum impact, Liberty has prepared an audio-visual presentation to be used during the divisional meetings.

A major feature of the spotlight during the meetings will fall on the new 18-LP release. The pack-

NAMM Trade Show

Continued from page 3

RCA, the only other manufacturer to have entered the cartridge field, did not show a new line, though at least five new models are expected early in the fall. It noted, however, that three firms are now producing and marketing raw tape in cartridge form. In addition to RCA and Audio Devices, Minnesota Mining is on the market with this product, and Reeves Soundcraft is reported to be ready to enter the field. There was no indication of an early target date for unveiling of 3M's own version of a cartridge unit and reports circulated that this had now been pushed back into 1962.

Canadian Entries
In the packaged stereo phono field, there were three new foreign entrants from Canada. The Canadian Marconi Company, old line radio operator in Montreal, introduced a deluxe unit of stereo consoles. Clairtone, with a home base in Toronto, also is moving into the United States market and displayed its line at the music show. Third Canadian firm here, Dominion Electrohome, is out of Kitchener, Ont.

Phono radio and tape manufacturers were generally optimistic about the upcoming fall market period. Motorolas, for example, said the firm's July and August orders are up 84 per cent over the same period a year ago, and a heavy ad budget has been earmarked to step up the promotion more.

Regarding reverberation, Zenith and Motorola will continue to offer the feature in higher priced sets. A Motorola spokesman said "It's a must for listeners and necessary for the finest reproduction." Most of the others were less enthusiastic about the prospects of "reverb" as a sales factor.

Whereas the music show at one time constituted an important event in the record business, this year few record firms participated. Only Folkways Records and Audio Book, producers of slow-speed talking records, were represented.

ages will hit the market on August 1, and include albums by Timi Yero first LP on the heels of her "Hurt" single seller. Gene McDaniels, Jack Constanzo, Si Zentner, guitarist Ray Lanham (on Dolan), Bobby Vee, Martin Denny, Warren Smith (for the c.w. market), Bob Wills and Tommy Duncan (also for c.w.), Julie London, an original hit package, orisist Shay Torrent, the Johnny Mann Singers (in an LP of Presley hits), plus two Premiere Series releases by arranger Richard Martino, and Felix Skatkin. Its subsidiary Dolton label will issue packages by the Ventures and the Fleetwoods.

Study Would End Compulsory Licensing

Continued from page 4

The compulsory licensing provision was put through to forestall such a possible monopoly.

The Copyright Office agreed with author and publisher groups that there is no danger of monopoly now, as there was when this provision was first put into law. There are hundreds of recording firms, and music is available, "widely scattered among hundreds of competitive publishers. . . . Much of the new music available remains unrecorded," and no one can foretell which of the immense number of tunes being written will be a hit.

The report finds compulsory licensing unfair to the copyright owner because he can't control the quality of recordings of his music, nor decide who may make them, even if the talent is inferior or the recorder a fly-by-night. Also, the 2-cent rate fixed is not only unfair to the songwriter on subsequent recordings, but provides the first licensee with a built-in ceiling on what he must pay, the report finds.

In opposition, the record industry maintains that although the original monopoly threat no longer exists, the compulsory license is needed to prevent a different kind of monopoly, namely, one that the present law provides the public with a "variety of recordings," whereas exclusive licensing would provide only one. It enables small record firms to compete with larger ones by offering their versions of his music, and benefits authors and publishers by multiple exposures, the record industry claims.

To this, the Copyright Office says: ending the compulsory licensing will not automatically make songwriters license "exclusively" to one firm. If money is to be made through multiple, nonexclusive licensing, they will make it. Also, the report notes that in foreign countries where there is no compulsory licensing, music is licensed nonexclusively to any reputable company applying.

The report goes further, and sees advantage in dropping the compulsory licensing provision even if exclusive licensing does result. The situation would mean the end of the practice of "covering" records by other firms getting in on a rising hit—especially the smaller company which can be smothered by a big company covering disk with better talent and more promotion money. Also, each company would have to record different tunes, and so provide the public with a more varied musical fare.

A third possibility is that the individual author could tailor his

approach to his own individual needs. Nonexclusive licensing may be better for those songwriters who have already made a success—but beginning authors might have a better chance of recording if they grant exclusive licenses.

(Taking the opposing view, BMI board chairman and general counsel, Sidney M. Kaye, told the Copyright Office in 1957 that there are so many more songs than outlets, that songwriters can be pressured into giving exclusive licenses to get recording, if there is no compulsory licensing. Kaye feels the result would be loss of variety in recording, and damage to smaller companies.) The comment was made when Kaye was a consultant panelist, discussing a study on Compulsory Licensing by Harry G. Henn, associate professor of law at Cornell. (See *The Billboard*, October 14, 1957.)

The Copyright Office report does not accept the music industry claim that the great growth of the record industry proves the worth of the compulsory licensing. Other entertainment industries have similarly grown since 1909 without any such provision. Finally, the report says "we understand that the record industry has also expanded in foreign countries where there is no compulsory licensing." To which American record manufacturers will undoubtedly reply, when the time comes, that much of the recording sold abroad is an American-made product.

Generally, the Copyright report expects that higher recording royalty rates and "slightly higher" prices to the public may result from knocking out compulsory licensing. And since the end of the practice would mean "major adjustments and new contractual relationships," the report recommends leaving the compulsory licensing in effect for one year after enactment of any new law eliminating it.

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ABP

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JOIN NOW... ATTEND... TUESDAY, 8 PM

ANNUAL MEETING OF Society of Record Dealers of America (SORD) last week at Chicago's Palmer House, was highlighted by addresses from three disk manufacturer leaders. Pictured at the Crystal Room dais left to right are: Stanley Gertlikov, vice-president and general manager, Capitol Records Distributing Corporation; Randy Wood, president of Dot Records, and vice-president of RIAA; Louis Shapiro, SORD secretary-treasurer (standing); SORD president, Howard Judice; Art Tolmado, vice-president and general manager, United Artists Records and president of ARMADA.

ITALY

TV Music Shows on the Increase

By DR. MARIO DE LUIGI
Editor, Musica e Dischi, Milan

For the first time, Nini Seidaka is recording a disk in Italian, the tunes being "Esagerata" (Little Devil) and "Un Giorno Inutile" (I Must Be Dreaming). RCA Italiana will have the disk soon.

Julia De Palma's first record for RCA Italiana after switching from Italian Columbia, will be "La Nostra Strada" backed by "Rovesci d'acqua." Disk goes on sale in a few days. . . . Gianni Meccia has composed two new songs in collaboration with Migiaglia: "Le Case" (The Houses) and "Io Lavoro" (Work). . . . The first LP by Euphras has just been recorded. The quintet is best known for amusing arrangements of pop tunes in a cha-cha mood.

By SAMI STEINMAN
Piazza S. Anselmo 1, Rome

Musical shows for RAI-TV, which begins its second channel operation in October, are on the increase. Tony Dallara will be the central figure of "Melodies of All Time" in which Gianni Agnelli and artist who has become, Peoples of Cappel will be supported by his musical group in a series of transmissions to be known as "Internazional."

Added strength is being planned for the 1961 edition of the "Canzonissima," show, which is tied to a national lottery, through the inclusion of Michele Tognazzi and Raimondo Vianello as the joint emcees of one woman and two men.

The current song show, "Songs Incorporated," which features different soloists each week, has just presented Carol Danell, singer and lyricist who has become, Peoples of Cappel will be supported by his musical group in a series of transmissions to be known as "Internazional."

Meanwhile, RAI has set up a one-million lire (\$1,600) prize to be awarded each year to a young composer in memory of Giuseppe Riva, Italian TV's most popular emcee, who died after a fall during a transmission of the "Il Musichiere" Festival.

Festival Notes

Any claim Naples may have had in the direction of displacing the San Remo Festival has been put to rest, giving the same national pop procedure, the Naples June Song event attracted a total of 897,925 votes as against a 2,880,770 for the San Remo song nights. Each vote represented an investment of 16 cents with a chance at big winnings for those who picked the correct order.

Pesaro will be the scene of the Fourth International Tournament of Light Music July 30 and 31, with Italy, France, Germany, Holland, Sweden, Switzerland, Yugoslavia, Hungary, Iran, Belgium and Argentina in competition. Italy's group will include Luciana, Lolita de Palma, Nilla Fizi, and Nezzio Gallo.

Jimmy Fontana, Joe Sealderi, Mara Del Rio and Gloria will represent Italy at the Third Festival of Mediterranean Songs at Barcelona September 23, 24 and 25, with France, Spain, Turkey and Greece being the other competitors. Armando Sciacella will conduct for the Italians. Graz, Italy.

Mexican Newsnotes

Continued from page 22

manager, is presently in Spain and has already made arrangements to have the tapes of the Song Festival sent to Mexico. . . . Provedora de Discos has several Kapp and Pavallo recordings pressed at the factory of RCA Victor Mexicana. . . . At the studios of the same factory, conductor-singer Cancho Zamora is recording two albums—one of Latin standards and another of Great Movie Themes—of the "Living Stripes" series of Camden.

Victors

Carlos Julia, manager of Martinez Vela (distributor of Puerto Rico Records) visited his Mexican representatives, Perlees Records. He delivered tapes of his latest recordings on the Marvella label of Buena Vista, Felipe and Davilla and Chetlo Gonzalez. He will take back for immediate release in Puerto Rico the latest LP of best singer Juan Mendez. . . . John E. Corvin, sales manager of Shure Brothers from Chicago, is in town, promoting sales of his microphones and pick-ups.

AUSTRIA

2 New Versions Of Presley Hit

By FRED ZILLER
Mollwplatz 1, Vienna

The Elvis Presley tune "I Feel So Bad" (RCA) has a new cover by young singer Harry Gluck on Polydor: "Ich find kein Barm" (I Find No Bed) with German lyrics by Ralph Maria Siegel. . . . Another German version, sung by Jøge Larsen on Ariola, "Ich seh' so Angst" (I'm So Afraid), which is releasing the newest Doris Day song "Bright and Shiny" from "Do Re Mi." Also Paul Anka's new record, "Dance On, Little Girl."

Young Rene Kollo made his first disk singing "Dish gits nur wärmal" by Jerome Kern with German lyrics by Franz Antonic. On the flip side Ulli Blecher wrote a new German lyric for "Hello, Mary Lou." . . . The Robert Stolz tune "Solomo" may once be come a hit in a new version on Polydor by the Lucas Quartet. "Solomo" has celebrated its 40th anniversary, and in that time some 2,000 different records and radiotelephone versions have been made.

An outstanding Freddy Quino album, "Freddy und hoher See" (Freddy on the High Seas), will be released as a result of fan requests, by Polydor. This LP was not in the original release program of the firm nor cataloged, but distributors made quite a demand for it.

Viennese hit composer Erwin Halletz has written two instrumental tunes, "The Prayer of an Angel" and "Erwin's Theme," arranged and directed by Peter Erwin, and produced by Walter Er. Roff, released by Noma Records in the U. S. . . . Also a new Werner Scharenberger song "Bleib mir" (Stay With Me) is scheduled for release by Mercury this month as a co-production between publishers Peter Scheffers, Berlin, and Hermann Schneider, Vienna.

Percy Faith expected in Vienna on July 25 for a three-day stay as tourist, and to contact representatives of several record companies.

New Teaching Use For 'Sound Books'

TOKYO—Although the "sound magazines" containing pages of vinyl that play on phonographs have not been too successful here, the companies sponsoring them have found a new and lucrative use for the device. Asahi Sonorama Company, which published the local version of French Sonorama, and its competitor Kodama (Echob), have been selling only 50,000 copies per issue of their magazine, down from the 150,000 Sonorama achieved when they debated about two years ago, but they and several other firms, including Nippon Victor, are expanding their activities in this market.

The expansion began when an edition of two volumes of beginner piano music issued by Asahi Sonorama succeeded in developing an unexpectedly good sales return. The number of children to learn piano or harmonium with the help of these volumes showed this product's potential.

Having observed this phenomenon, Kodama has now announced a plan to publish 20 volumes of elementary musical music and issued eight books up to now. Each book registered a sale of 50,000 to 80,000 copies.

On the basis of this successful venture, another outfit, Scirin Book Store, has disclosed a project to issue a 20-volume Japanese musical library comprising classical, popular and folk music.

Nippon Victor Records also has started to distribute a similar vinyl sheet disk library recording Eng-

BELGIUM

Fonior Issues Biggest Releases

By JAN TORRES
Joke Bus Mag., Mechelen

As always, Fonior has the biggest release of the week with "Strad Buttons" by the String-A-Loops (London), "Blue Tomorrow" by Billy Vaughn (Dot), "Yellow Bird" by Lawrence Welk (London), "Ole Butterfield Sky" by Bill Black's Combo (London) "Weekend" by Eddie Cochran (London) and an album by fancy Spike Jones, "Ten Years of Music America Hates Best." Issued, too, was Brenda Lee's "Dum Dum," and "Eventually" on Brunswick (from U. S. Decca).

Jazz Festival

The Jazz Festival of Comblain-la-Tour, a village near Liege, is an outstanding event in Belgium, and now of all Europe. On July 29 and 30, cameras of the Eurovision (the "Eurovision" Western Europe) will spot the stars, and also the spectators sitting in the grass of a large meadow in front of a big wooded area. . . . The Festival took place for the first time three years ago, organizer Joe Napoli made a jazz festival out of it. Napoli was an American soldier.

NEW ZEALAND

Foreign Distrib Net Has Bill Boyd Disk

By FRED GEBBIE
Box 2443, Auckland, N. Z.

Bill Boyd's new single "I Wanna Love My Life Away" will be made available through Philips to 72 foreign distributors. The boys have already changed their record sales for their last hit here, "Corinna, Corinna," and this one could be their biggest singer.

Tenny Benett, whose hit "Clap Your Hands" is going well at present, has signed with HMV. Gem Records seeking material suitable for their record club. . . . Gene McDaniels' hit "100 Pounds of Love" has been banned by NZ Broadcasting Service after reaching third place on almost all local hit parades; reason, bad taste.

Octagon Records released the Canadian hit "Honey in the Hair" by Bobby Curtila, also Vinca Callender's "World of Suzi Wong." Vince (now in England) had the top local hit here last year, "Bye Bye Baby."

Philips expects a lot from Tony Orlando's single "Halfway to Paradise." . . . Top Rank's "A Scottish Soldier" in Harry and Stewart making an impact, as are their Freddy Cannon hit, "Buzz Buzz a-Do!" . . . The "Brothers" of "Temptation" going very strongly for Warner Bros. As yet it has had no air play.

Brunswick put out "Big Tiny Little's 20's" and Festival lead off with Henry Jerome's "Brazen Brats."

Disk Firms Seeking Material Norman Wright, Ltd., P. O. Box 3160, Auckland; Octagon Records, P. O. Box 192, Auckland; the Gem Record Club, 12-14 Kitchener St., Auckland. Octagon Records, Ltd., P. O. Box 3160, Auckland; La Gloria Records, Ltd., P. O. Box 3534, Auckland; Mascot Recording Studio, Box 5393, Auckland.

fish lessons of "Jack and Betty," which are in extensive use by high schools. Thus, the vinyl sheet disk business points to a new trend for the record business, approximately two to three million copies are selling at the present moment.

Photographing the vinyl sheet disk business, which is now on 13,000 magazine disks, book stores and other shops.

wounded during World War II who received treatment at Comblain-la-Tour. To show his gratitude to these kind people, he organized in 1959 the first festival and got more than 10,000 enthusiastic boys and girls from all over the country.

Some 30,000 spectators are expected this year as the festival grows larger and becomes more popular. There is still jazz with Kenny Clarke, but rock and roll and teenage music is now on the program too. Even British film actress Diana Dors will participate. Among the stars will be Bud Powell, Bobby Jasper, Rene Thomas, Stephana Grappelly, Rita Reys and the Film Jacobs Trio, the Roman New Orleans Band, for the jazz portion; Colette Deraul, Toots Sgarbi, our famous Comins and Diana Dors, for the music hall portions. Two other great show business stars are expected but their names are not being revealed, to keep them a surprise.

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Operators of Far Flung Colorado Resorts Offer Sage Advice

By BOB LATIMER

FORT COLLINS, Colo. — Before going into season resort operations, the operator should give a lot of thought to extra expenses and labor requirements involved, according to Les Beyers, who has been in the business for 10 years.

Beyers, who got his start in bulk vending, and expanded out into juke boxes and games 10 years ago, looks for a large percentage of his yearly gross from such famous Colorado resort communities as Estes Park, Grand Lake, and similar communities, which spring to life in late May or early June and close up tight in mid-September. Beyers has had as many as 100 miles away from his operating base in Fort Collins, including juke boxes, amusement machines and pinballs.

Using a station wagon and a pickup truck, he drives thousands of miles during the late spring in locating his equipment in widely separated lodges, roadside bars, resort hotels. He has even experimented with leaving machines on location year-round in such spots as Estes Park, which is the largest mountain community within a fairly short drive of Fort Collins and which functions as the county seat.

Although the number of locations has been cut sharply in recent years, primarily by a drop in tourist traffic, Beyers has never considered going into multi-city, single-city operations. The fact that some of his machines on location have broken all records in both the juke box and amusement machine field has had a lot to do with that, of course, and expenses.

With around 30 locations now, Beyers feels that his equipment is well-balanced, from the standpoint of current economics, the number of tourists to be expected, and expenses.

Balance Operation
The No. 1 requirement for tapping the lush resort-community market is to be able to balance operation, which means that no machine will be earning only half a year.

In Fort Collins, for example, Beyers' biggest and best location is the Student Union of the State Teachers College, where during the summer months it is only a smattering of the student body on hand. The machines which are in use in the Student

Union, and in many locations surrounding the college, make up the nucleus of the equipment which is moved to Estes Park and other mountain spots. Beyers has gone out of his way to find spots which are profitable through the winter but which show little potential in the summer, simply because this change in season justifies purchase of other new phonographs and amusement machines which can be moved with the change of season without aggravating a location owner.

There are many spots which Beyers originally entered with the idea of single-season use, only to find that the machine paid surprisingly well during the summer, and were therefore left on location.

Hauling Problem
Transportation expense is, of course, the single biggest factor, and involves such elements as using commercial freight haulers, where a large number of machines are to go to one spot. Frequently, this is more expensive than buying the machines one or two at a time in his own pickup truck. Beyers has frequently been aided in this connection by location owners who are shipping up supplies for their mountain restaurants, taverns, fishing and hunting lodges, and who don't hesitate to take along a few amusement machines and phonograph machines in the process.

Extensive preventive maintenance before any machine is spotted. This cuts down the likelihood of unexpected breakdowns.

In some instances, a location owner can aid substantially in machine upkeep by making simple repairs and adjustments himself. However, there are far too few people in this category, Beyers reports.

Co-Operation
The Colorado resort-town operator co-operates closely with Ben DeGarmo, another operator, who likewise keeps his machines at each spring and has approximately the same number of spots. It isn't unusual for DeGarmo and Beyers to service each other's machines, simply because one or the other is bound to be in the area, when the emergency occurs.

(Continued on page 51)

Milwaukee Ops Consider Resorts Too Much Work

By BENN OLLMAN

MILWAUKEE—The Beer City is literally surrounded by lakes and resorts. Dozens of vacation spots are within an hour's drive of the heart of town. But, with few exceptions, local music and games operators prefer to shy away from these locations.

The high costs of shutting men and equipment several hours round trip from home base to these lake locations is prohibitive, most operators claim.

A handful of Milwaukee area operators, however, claim they find resort locations lucrative accounts. The top-earning locations, they say, are those that stay open all year around. Strictly summer locations are not rated as high on their de-

sirability lists due to the brief season and the prevalent heat.

Gary Reier, Mukwonago, operates a fair-sized string of machines in the lake region, just southwest of Milwaukee. Business this summer, he says, is holding at a strong level. Both his year-around and summer spots are doing very well. Warm June weather has lured healthy vacation traffic from southern Wisconsin and Illinois. Beaches have been crowded and the lake resorts and cottages well patronized.

Extra Speakers
Reier encourages his resort locations to install extra speakers in the beach areas. Utilizing a half dozen speakers to pipe juke music out to the beach, says he, has

(Continued on page 44)

RESORT OUTLOOK'S GOOD FOR MUSIC & GAME OPS

NEW YORK—Barring freakish weather, the nation's juke box and amusement machine operators should rack up a pretty fat season on resort locations this summer. That's the rough consensus of the regional reports furnished by BMW's corps of correspondents.

Locally, operators are buying new juke boxes for seashore locations and using older pieces generally 10-selection, in the mountain stops. This pattern has been established because the shore locations are generally close to year-round stops, where the equipment can be shifted after Labor Day with a minimum of expense.

The mountain resorts, though, are generally quite a way from the 12-month locations, and city operators think twice before shipping a new box to a two-month location, then hauling it back.

Game collections in the New York area have been fair in recent years, with shuffles accounting for the bulk of the business. State and municipal regulations rule out bingos and pinball.

Elsewhere in the nation, collections seem to be doing better than a year ago. Dime play is pretty much the rule on juke boxes, and those old 78's which were fairly common on resort stops a couple of years ago are virtually extinct.

N. Minnesota Ops Starting Good, See Heavy Summer Collections

By DON LYONS

MINNEAPOLIS — Despite the fact that resort business in Northern Minnesota and Northwestern Wisconsin during June was spotty, most operators in resort locations think that business has been "excellent."

Bowlers and pool tables have been particularly good at the resort locations. Juke boxes continue to hold up well with a special type of programming being used. The selection of disks is much like the operators have been using in the St. Paul, Duluth and other large metropolitan areas. Come Labor Day and the end of the season, most operators say

that they will move their newer equipment out on their routes and generally upgrade their equipment. The older games and juke boxes will be put in storage.

Most Minnesota resorts and operators and the resort areas expect to reel in a record business for the month of June. The prediction is based on an increase in inquiries at chambers of commerce offices and the resorts' own bulging phone books.

The situation at Detroit Lakes, Minn., is fairly typical of the general optimism across the State. "We are going to have a usual, down perhaps 10 per cent," Tom Kennan, manager of the Detroit Lakes resort, said.

(Continued on page 53)

Hot Springs Coin Trade Big

By ELTON WHISENUNT

HOT SPRINGS, Ark.—This city of 35,000 in central Arkansas, which has several times its population in visiting tourists each year, has developed into one of the truly outstanding resort areas in the country.

The summer has brought a terrific amount of business to resort music and game operators here and the two top ones — J. Earl Gill, Gill Amusement Company, and Mark Marks, Phil Marks Coin Machine Company, report this summer tops any they've had in the past.

"Business is excellent," reported

Gill. Marks described it as "The best I've ever had."

Main business is in locations around three top lakes, which draw thousands for swimming, boating, fishing, water skiing, dancing, etc. The lakes are Lake Hamilton, Lake Catherine and Lake Ouachita, a new man-made lake opened this year.

The equipment used at these resort spots is mostly the arcade type—shuffle alloys, bowling alloys, guns, kiddie rides, novelty pin games and phonographs.

Most of the customers are family groups. The adults bring their children and cater to their enter-

tainment. Thus the juke box programming is for them, and it's still rock and roll mostly.

The way Gill and Marks set up their resort spots is by taking a machine here and there from their route where there are two or three, because during the summer those year-round spots won't need all the machines.

Back to Routes

After the summer resort season, some of their machines are stored, some are taken back to their regular use on year-round locations. But most are spread back around over their routes. Relatively few have to be replaced.

Hot Springs, which offers warm baths, which are of value to some people with certain types of ailments, is getting more and more tourists each year, the Chamber of Commerce reports.

Not only do they have the popular baths, but horse racing in February and March each year, and the summer resort spots which draw people from all over the U. S., and even from foreign countries.

An example of the crowded situation there last week was reported by Allen C. Smith, sales manager of the vending division of Sammons-Pennington Company, Memphis distributors.

"I had a hard time finding a motel vacancy," he said. "The town is very going full stop." Gill and Marks, on their summer juke box programming, use all the "new" 78's are dead and buried," said Marks. And the 33's are not yet available in sufficient number, but seem to be a coming thing, they agreed.

Jack Guthshall, who operates in the vicinity of Corona as well as in Riverside, San Bern, and Orange counties, said he is looking forward to "better business" in the Lake Arrowhead and Big Bear areas, which may, by stretching the imagination, be called resort areas. Guthshall, a veteran operator, said that his program for music machines the same as he does for city and fringe locations. He uses no special games but these are operated for his run of general locations.

L. A. Prices
Guthshall points out that merchants in the Lake Arrowhead and Big Bear areas charge "Los An-

(Continued on page 53)

No 'Resorts' in Calif., But Places Outside City Going Year-Round

By SAM ABBOTT

LOS ANGELES—Operators of music and games machines in so-called resort areas handle them the same as their city locations, for the reason that Southern California has no "resorts" as there are in other sections north.

The fact that the area has no seasons is responsible for this general opinion as to the importance of resorts. There are, however, places outside of Los Angeles where people go—but it is hard to consider them "resorts." For instance, at Lake Arrowhead the summer draws crowds to fish, sail and swim and in the winter for snow sports—providing there is snow.

Top 4th of July Period Good Omen For Operators in Philadelphia Area

By GEORGE METZGER

PHILADELPHIA—If the Fourth of July weekend can be used as a barometer, this should be one of the best seasons at the resorts in a long while.

Almost every operator had the same reply on how things looked for this year: "Very encouraging."

Most of them said they use about 90 per cent new equipment at the summer stops and then pull it out at the end of the season and put it on regular locations. However, there were a few opera-

tors who said they still use old equipment at the resorts.

Money Losers
It was the general consensus that some games that did not click during the winter will go over big at the shore locations. The operators feel that a game the people don't think is "too expensive at home" will be played by them when they're on vacation because they are convinced to feel they are out to have a good time, regardless of cost.

Take Bow-A-Rama for an exam-

(Continued on page 51)

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Jet Age Catches Up With Southern Wis. Resort Ops; Folks Now Travel Farther

By NICK BIRO

CHICAGO — A steady diet of poor weekend weather has substantially curtailed what is normally a very profitable summer coin machine business in the Wisconsin lake resort area here.

The inland lake region traditionally attracts a mass exodus of Chicago's boating, swimming and fishing enthusiasts in the four-month period between Memorial Day and Labor Day.

A number of local coin machine operators cater specifically to this trade, moving in equipment in the spring and taking it out when the cold weather sets in.

Business Off
This year, however, a spot check of operators engaged in this business shows that the resort locations are off as much as 20 to 25 per cent, and with the exception of a good July Fourth weekend, business has been disappointing.

One of the most typical of the resort operators is Andy Hesch, A & H Entertainers, Arlington Heights. Hesch notes that his collections from the lake resort spots are off by about 20 per cent, and he thinks a combination of poor weather and the new toll roads are to blame.

"A poor Sunday isn't bad," he notes, "but when Friday or Satur-

day is bad, people just don't come up for the weekend, and with the exception of a good Fourth, our weekend weather has been bad."

Weather Blamed

Hesch said he felt the weather was the No. 1 reason for business being poor. The other reason—the new toll roads — has resulted in people going farther and farther away from the city, he feels.

Up to a few years ago, he said, a 50 to 100-mile trip for a weekend was tops—it usually took several hours to make it, too.

Now with the toll roads, people can go twice that distance in the same time. Result is that people are going to the less populated distant spots, and the traffic in and around Chicago is off.

Warehousing Problem
Hesch said the resort business can be profitable, but it has its headaches. Top, "For one, we pull all our machines by the end of September, and then we've got a warehousing and re-conditioning problem."

"Some of the machines we fix up, and put out on our year-round spots, others are traded in on new equipment, and still others just stored," he said.

After Christmas, Hesch again inventories his route, and starts getting equipment ready for the sum-

mer spots, which usually get started around Memorial Day. He said he rarely, if ever, keeps equipment in a resort location all year round. For one thing, there is no heat, and the equipment deteriorates from cold and moisture or is broken or stolen.

For another, locations don't feel the equipment is worth too much if the operator is willing to leave it there all winter. "If we bring it into the shop and clean it up, the location is happy," Hesch said, "even if he gets the same piece of equipment back next year."

Programming Tricky

Programming in the resorts is very tricky. Hesch has found that a predominance of kids has meant he has to be even more careful to furnish the latest hit tunes, "even more so in our year-round spots, where the adults are happy to settle for some of the older favorites."

"Another thing that has given us a little competition," he adds, "is the transistor radio. It's surprising how many kids, and adults, too, carry these radios along with them, glued to their ears. Where before they used to come in off the beach, buy a drink and a snack, now they get a spot and a juke box, they now come in to eat and drink, but carry the radio with them to the counter or table."

Michigan Business Depends On Locality

By HAL REVES

DETROIT — Resort business here is spotty. In Central Michigan, near Mt. Pleasant, operators have talked of "the best business in their history." Growth of population is a big factor here—largely city people investing in summer homes in this growing section. Thus, building of 300-400 new cottages is reported in the past two years at two lakes near Clare—and these new families mean better play on games and juke boxes.

But in the Blue Water section around Port Huron, where summer resorts are a major factor, business is reported down 25 to 50 per cent by operators—with no apparent reason discernible. People just don't seem to be spending.

Significantly, Donald J. Ruffles of Miller Newark Distributing reports that games seem to be holding their own better than music. However, William Oliver of Pontiac Amusement Company, with a mixed route, reported business with music and games in their history. "Growth of population is a big factor here—largely city people investing in summer homes in this growing section. Thus, building of 300-400 new cottages is reported in the past two years at two lakes near Clare—and these new families mean better play on games and juke boxes."

Walled Lake Park
Probably the largest resort location in the region is the Walled Lake Park area—which is running 10-15 per cent ahead of 1960 compared to a general drop in coin business here. This locality houses some 75 games. A sailing arcade on Aquarama, running to Cleveland and on lake cruises, is running better than last year also, with a specially captive audience.

Resorts are getting modern music equipment, operators concur. Typically, there are no 78's any more even in resorts. One informed operator estimated them at less than 2 per cent. However, there are a fair number of converted machines or those models with 45-78 optional equipment still in use—but now playing 78's only.

Programming for resorts is reported here to be much like that for nearly comparable city locations. One comment turned up is that "this just follows the trend back to better music," while operators noticeably cater to teenage tastes more in the resorts, with less of the conservative melodies. In selections, Oliver, for instance, says he follows the *Billboard* Hot 100 reports very closely.

In general, operators are using precisely the same kind of games at resort sites as on permanent locations. The only important differences appear to be caused by local regulations—municipal ordinances, such as the Detroit rule against pinballs or any games with balls under glass in general.

Operators have found here that bowling alleys offer probably the best opportunity for a balanced route with resorts. They tend to be closed in the summer, and the operators can be taken out of them and placed at the lake and resort spots, then moved back in the fall. This transfer balance is working out well for a number of operators in this section. Otherwise, operators frequently shore their remaining pieces until the next season or place them on city locations in a program of route expansion.

Others, like Oliver, try to plan trade-ins or junking of equipment at the end of the resort season so that the games inventory will carry as high a per cent of active profit-making games on location as possible at all times of the year.

Resorts Are Too Much Work

• Continued from page 43

boosted takes in each of his locations.

"It has helped some of these spots develop a bigger beach trade than they had before," he says.

All of Gary Reier's locations are on dime play, and he places strong bets on juke boxes in his locations. "There's no question about dime play in a resort spot," says Reier. "After all, the people who come here are on vacation and anxious to have a good time. They aren't shopping to save a nickel."

The list of operators here reporting success similar to that of Reier is, however, a fairly short one. A careful check of operators reveals that only about a half dozen Milwaukee firms make a consistent effort to work the nearby lake spots. Most of them prefer to concentrate their effort in Milwaukee County.

Service Costs

They give this reason: It is too expensive to service equipment in resort spots. Considering the cost of route personnel wages, trucks, games, juke boxes, the short season and the unpredictable weather, it doesn't pay to service a strictly summer location.

Says Carl Betz, P. & P. Distributor,

Company, "It used to be possible to put an older model machine in a summer location and they would be satisfied. But no more. They want the latest equipment and the receipts warrant one or not."

The only way to make a summer resort route pay off, says Betz, is to concentrate within a specific area to keep overhead down.

Standard Games

What about games? According to Reier, "We don't use anything unusual or novel. But we get good results with ordinary shuffle at, pool, pool tables, and baseball. Towards fall, gun games begin to get a lot of action—particularly in the winter months."

Sam Hastings, Hastings Distributing Company, notes that his firm has cut down its overall coverage. He operates a few last-year locations on nearby Peshawbe Lake. "We don't take any more summer spots," he says. "Why look for ways to lose money?"

Also in agreement with Hastings, is Harold Summerfield, Southern Novelty Company. "In order to make out with summer lake locations, you've got to keep a machine in it full time. We've got enough work in town to keep us going."

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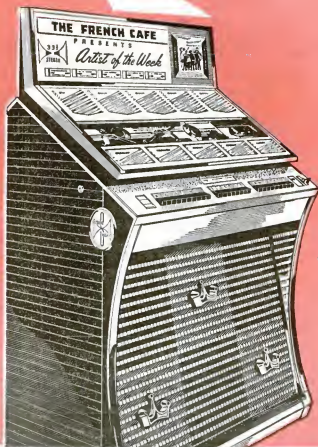
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AMI to Distribute 33-Stereo Packages

By NICK BIRO

CHICAGO—A series of seven-inch, stereo, 33-speed album packages specifically designed for the juke box trade is being brought out by AC Automatic Service and will be available through AC's AMI juke box distributors.

So far some 12 record companies, representing some of the top names in the artist and recording field are co-operating in the plan. AMI indicated that additional diskeries are expected to join in the program shortly.

Record companies signed to date include ABC Paramount, Capitol, Columbia, Coral, Decca, Everest, King, Liberty, London, Mercury, Octave and World Pacific.

Top Artists

Most of the participating diskeries have assigned singles produced by their top artists to the plan.

Basically, the plan is simple. Each album package will contain five records by a particular artist, plus title sheets and will be available to juke box operators for \$3.

The promotion, known as Top Talent Tunes, is currently being set up with all AMI distributors. The plan has been described as permanent by AMI officials. "There will be no restrictions as to time the records will be available."

Scarcity

AC Automatic Service officials indicated the move is being made because of the "scarcity of seven-inch stereo, small hole, 33-speed records which are needed by the juke box industry."

Program material, AC Automatic officials say, has been specifically selected with juke box locations in mind.

The albums will be packaged with a "slit" album cover specifically designed for display in AMI's new Continental 2 juke box title case area.

Additional details of the plan will be announced later. Currently, Dean McDermide, AC Automatic official, is in New York negotiating with additional record companies.

Artists

Albums by the following artists are already a part of the plan: ABC Paramount, Ray Charles; Capitol, Peggy Lee, Ray Anthony, Nat King Cole, Four Freshmen, Pee Wee Hunt, Frank Sinatra, Kay Starr, Hank Thompson, Paul Weston.

Columbia, Ray Conniff, Mitch Miller, Brothers Four, Johnny Mathis, Russ Morgan; Coral, Pete Fountain, Big Tiny Little, McGuire Sisters; Decca, Kitty Wells, Ernest Tub, Red Foley, Webb Pierce, Goldie Hill, Brenda Lee.

Everest, Los Espanoles, Gloria Lynne, Gordon Jenkins, Russ Morgan; King, Hank Ballard, Bill Doggett, Earl Bostic; Liberty, Gene McDaniels, Julie London, Martin Denny, Bob Willis-Tommy Duncan; London, Bill Black's Combo, Ted Heath and His Music; Mercury, Sarah Vaughan, Darab Washington, Patti Page, Buddy Morrow; Octave, Erroll Garner; World Pacific, Les McCann.

Like Seeburg

Basically, the program is similar to the "Artists of the Week" program being offered by Seeburg. Both plans attempt to make available for juke box operators a wider variety of music than heretofore has been sold on 12-inch 33 albums only.

The thinking behind it is this. Through the years, singles production has been aimed more and more at the teen-age audience with adult music being placed on 12-inch LP's.

Juke box operators have complained that good adult music—old standards, jazz, classical, slower pop ballads—are in short supply on 45 singles. Record companies have countered that since singles are bought primarily by youngsters, the music is logically aimed at their tastes.

Adult Buyers

One of the main ideas behind introduction of 33 singles has been the attraction of adult buyers, who now could play singles without changing slots on their home record players.

Also behind the AMI plan, however, can be seen an increasing awareness by record companies of the importance of the juke box market.

Last week three major labels, one independent and two German diskeries, almost simultaneously disclosed that they were getting a substantial part of their singles output for the juke box market (BMW, July 7). Both 33's and 45 singles were included.

Juke Market

According to BMW statistics, some 500,000 juke boxes in the nation today account for some 45 per cent of the singles market.

Record people reason that if this is so with the current, primarily teen-age-oriented fare, the juke box market for disks can be expanded even more if adult music is available.

Indiana Operators May Get Some Relief From Heavy Pressure on Location Loans

By JOSEPH KLEIN

INDIANAPOLIS—Relief from pressure for loans may be available to Indiana operators in the regulatory powers of existing State governmental agencies.

That possible solution to what appears to be a major problem of the jukebox operator is being explored as the pressure for loans and gifts mounts in all sections of the State.

Operation of limited means are reporting their fears of early extinction unless the cash premiums for locations are stopped.

\$3,000 Loan
In one of the State's communities, one affluent coin machine firm has 80 per cent of the stops, acquired largely through gifts and loans. As much as \$3,000 is said to have been paid for a single juke box location.

Monopolism is but one of several results of the practice. Others are:

1. A drain of the operator's resources to a point where he becomes incapable of meeting payments for equipment.
2. Impaired rating at banks as he overdraws upon his credit and resources to meet the loan-and-gift demand.
3. A slowdown in the purchase of new equipment.

Conceivably, legislation could bring a solution of the problem, but laws are not easy of enactment. Furthermore, the Indiana General Assembly, having met this year, is not to meet again until January, 1963.

Indiana cities are without the

power to adopt ordinances regulating loans of any kind.

But while relief at the legislative level is difficult to obtain, the baffled operator may find helping hands at two other echelons of the State government. One of these would be the Indiana Alcoholic Beverage Commission, the other, the Indiana Department of Financial Institutions.

Both of these bodies are vested with authority to promulgate regulations.

Both have vast and almost un-

(Continued on page 50)

Seeburg Picks New-Way Sales As Ont. Distrib

CHICAGO—Seeburg last week named New-Way Sales Company, Toronto, headed by Jerry Janda, its distributor for Ontario, Canada. The move amounts to another trading of distributors between Seeburg and Automatic Canteen Company of America, parent company of AC Automatic Service which handles AMI and Rowe equipment.

New-Way was a former AMI distributor but was displaced when Canteen recently acquired R. C. Gilchrist, which formerly handled Seeburg throughout Canada.

Seeburg immediately named Leland A. M. u s e m e n t Company, Montreal, former AMI distributor, its new outlet in Quebec, and is now naming New-Way for Ont. ... New-Way's president, Jerry Janda, has been a leading Canadian distributor for almost 10 years. In addition to Seeburg, he handles Gentile, Williams and Midway products.

The company plans to expand its sales force and will soon open a one-stop in conjunction with the juke box distributorship. Personnel include Gunther Homan, vending sales manager; Bob McIntosh and Albert Le Gauld, juke box, background music and games salesmen; Ken Burbridge, service manager, and Jerry Janda, Jr., who recently joined the company to oversee the parts, shipping and receiving department.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the 100, or have recently been on the 100. See Spotlight Reviews for additional information on double-play disks.

BOLL WEVIN SONG AND THOSE EYES	BOBBY BRINTON Mercury 71809
DUM DUM AND EVENTUALLY	BRENDA LEE Decca 91272
TOGETHER AND TOO MANY RULES	CORINNE FRANCIS MGM 12019
TRAVELIN' MAN AND HELLO MARY LOU	RICKY NELSON Imperial 6741
THE SWITCH-A-ROO AND THE FLOAT	HANK BALLARS AND THE MIDNIGHTERS King 6818
I'M COMIN' ON BACK TO YOU AND LOVELY LIFE	JACKIE WILSON Demoscene 8916
DON'T BET MONEY HONEY AND STARLIGHT, STARBRIGHT	LINDA SCOTT Canadian-American 127
THE WRITING ON THE WALL AND POINT OF NO RETURN	ARAIN WADE Capitol 800
YOU'LL ANSWER TO ME AND MOM AND DAD'S WALTZ	PATTI PAGE Mercury 71823
WHAT A SWEET THING THAT WAS AND A THING OF THE PAST	SHIRRELLES Scepter 1220
IT KEEPS RAININ' AND I JUST CRY	PATSY DOMINGO Imperial 6753
MY CLAIRE DE LUNE AND IN TIME	ETTYE LAWRENCE United Artists 808

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BILLBOARD MUSIC WEEK

EUROPEAN NEWS BRIEFS

Seaway Boosts Coin Shipments

ANTWERP—This European coin machine crossroads is receiving a record amount of St. Lawrence Seaway traffic, the third seaway shipping season. It is estimated that around 250 units weekly are arriving here from Great Lakes points. Thanks to the seaway, Cleveland has become one of the best-known U. S. coin machine exporting points here on the Continent. The volume of traffic since opening of the seaway season in May indicates that Great Lakes shipments to Antwerp will rise at least 50 per cent this year. Some vessels have been assigned almost entirely to the seaway-Antwerp run, one of the examples being the *Makesjella*, a 10,000-ton cargo ship. The seaway has put Great Lakes firms in a strong competitive position with those using New York, Baltimore and Boston harbors.

Loewen Awards 4 Medals

BINGEN, West Germany—Loewen-Automaten, the sales arm of the NSM photograph and payout machine manufacturing company, has awarded gold medals to its top four wholesaler affiliates. Loewen's top wholesaler in 1960 was Heinz Kaestner, Kassel, proprietor of the firm Westw. Rothelshausen, followed by the firm Schmitz and Gerdes, Cologne. Two firms shared third-place honors: Globus, Frankfurt; and Kueser, Stuttgart. Awards were presented by the two co-owners of NSM-Loewen, Gert Schulze and Herbert Nack.

Dutch Ops Wage 'Truth' War

ROTTERDAM—Dutch operators are waging a "truth" campaign aimed at spiking irresponsible reporting in newspapers and magazines over the coin machine industry. Operators have organized "truth squads" whose members check all such reporting for accuracy. Where the accounts are based substantially on fact, the operators take corrective action. But where the accounts are distorted, misleading or exaggerated—as is usually the case—the operators demand that the offending publications print retractions or corrections. The operator "truth" approach is tactful but friendly—but firm. Operators court exaggerated reporting by insisting that the publication document its story. Publications are reminded that press freedom also means responsibility and integrity.

German Target Game Bows

ASCHAFFENBURG, West Germany—Automaten-Kiendl of Aschaffenburg is manufacturing a new target game, Olympia, which is designed especially for taverns. Olympia is a computer case ideal for cramped bistros. Great. It fires six shots and has an automatic scoring mechanism. It has been designed especially for sitting near military troop training areas, where target games outrank pinballs in popularity.

Bergmann Debuts New Box

HAMBURG—Bergmann is introducing its new model Symphonie, the 200 selection D. The Symphonie 200 Stereo D is being promoted as an economy box "in luxury format." It is designed for prime locations and has a rugged, easy-to-maintain mechanism. Bergmann contemplates a big export program for the new Symphonie, which will compete in the high-box economy class. The Hamburg concern is a postwar German pioneer juke box producer and the major producer of an all-German big box.

Coin Machine Tourism

GARMISCH-PARTENKIRCHEN, West Germany—Coin machine tourism is being successfully introduced on a nationwide scale this season in West Germany. Coin-operated tape recorders are replacing guides in all museums, castles, scenic areas and historical monuments. The automated guides have the advantage of speaking up to six languages per machine, a feature setting them apart from the tourist's language. It is estimated that 3,500 automated guides have been sited in West Germany this season. Coin telescopes and binoculars have become standard rumormongering paraphernalia at all scenic sites. The Germans have discovered that almost any tourist lure can be embellished with optics. This is particularly true of the Iron Curtain, where approximately 2,500 coin telescopes are sited along the 750 miles Danube.

British Set Pizzezy Case

HAMBURG—British authorities are inviting claims by German exporters against Claude Wallace (Eddie) Pizzezy, self-styled "king of the juke boxes." Pizzezy is charged with fraudulent dealing in juke boxes. In one deal under investigation Henriques Coenen, a Belgian businessman, supplied 25 juke boxes to Pizzezy on rental and Pizzezy allegedly sold 13 of them. When Coenen pressed Pizzezy for payment, according to Michael Havers, the prosecutor at Ipswich where Pizzezy is in custody, "Pizzezy hit upon a simple method of keeping him (Coenen) quiet by selling a cafe that didn't belong to him, for \$27,000." The cafe actually belonged to Pizzezy's brother-in-law. In return for the cafe Coenen received \$400 in cash and turned over a 1954 juke box. British authorities are investigating reports that this was merely one of a series of juke box frauds engineered by Pizzezy in England and on the Continent.

Harry Williams Takes Over Southland Eng.; Starts Route

By SAM ABBOTT

SANTA MONICA, Calif.—Veteran coinman Harry E. Williams has assumed ownership of Southland Engineering, Inc., succeeding D. W. Price, founder and president.

Williams said that in addition to owning 100 per cent of the stock in the Southland company, maker of the Western Trails and replacing horse ride, he had organized Coin Operated Products Company (COPCO), which is being incorporated in California. Williams is the vice-president with R. E. Ryan, president. He is head of a construction company which built the Disneyland Hotel.

"We have completely redesigned and re-engineered the Western Trails horse," Williams said. "We have also formed our own

operating company in Southern California (COPCO) and have closely watched the performance of the product since May. At this time, we are in a position to deliver Western Trails with a warranty for one year."

Replacing Equipment
Williams said that he was recalling the Western Trails and replacing them. He explained that since he assumed leadership of the company the action of the horse had been changed. National slug ejectors used as standard equipment, and a new platform construction has been installed.

Asked if there would be any change in the distributors, Williams replied that the matter was now being studied and re-evaluated.

In addition to the Western Trails

horse that travels 28 feet, Southland is now testing a small model that operates in less space.

Own Patents
Price, contacted at his home in Los Angeles, said that he planned to continue his vacation through July and that he had a "couple of ideas in the works." He added that he still owned the patents to Western Trails with final papers having recently been issued by the United States and Canada. He declared that he expected clearance from foreign countries within the next future.

Frank Mercuri, who was sales manager, was reported in Chicago. Gene Wasson, sales engineer with AMI before joining Southland nearly a year ago, now heads the engineering and production department under Williams.

Williams has been in the coin machine field for nearly 35 years and was a co-founder of United Manufacturing Company. After selling his interest in this firm, he organized the Williams Manufacturing Company in Chicago. He sold this firm two years ago.

He has been a California resident since 1921. When he was interested in the Chicago plants, he made frequent trips there. Upon assuming his new post at Southland, Williams said it was like a "dream" to live on the West Coast and have the plant practically in his "back yard."

Ghana Leads New African Nations as Coin Importer

ACCRA—Ghana has emerged as the leading African importer of coin machines among the recently independent States.

Figures just released put this country's grand total of coin machine imports at \$6,250,000, of which take horses accounted for \$2,750,000; games and payouts, \$1,375,000; and vending equipment the remainder.

However, little of this amount remained in Ghana. Around 70 per cent of the total value was re-exported to neighboring African States.

Ghana has become the hub of the coin machine trade on the African West coast, which includes much of the newly independent African nations.

It is reported here that Kwame Nkrumah, the Ghanaian leader, is

personally encouraging the importation of coin machines. Nkrumah is pushing automatic merchandising as an aid to development of the country's economy.

Photographs have an important role in Nkrumah's efforts to provide wholesome entertainment for villages in rural areas. The Ghanaian leader is sponsoring juke box sites in community recreation centers in such areas.

Accra has become not only a coin machine transshipment point for the African West Coast and much of Central Africa, but also a servicing center. It is fairly common to fly technicians from this city to remote areas in the neighboring countries on service missions.

Diak shipments move almost entirely by air, Africans having become amazingly top-tune conscious.

Iowa Ops View Rowe-AMI Line

DES MOINES—A good turnout of local operators attended a showing of the AMI juke box and Rowe cigarette machine staged by Atlas Music Company of Chicago here last week. Previously Atlas held showings for Iowa operators in Cedar Rapids and Davenport.

The Des Moines show was held at the Fort Des Moines Hotel, July 11-12, and hosted by Ed Ginsburg, Irv Ovitz, Bill Phillips and Gene (Smitty) Smith. Additional shows will be held in other parts of the State.

Attending the Des Moines fête were Julius Epstein, Jack W. Jones, and St. Paul Nelson, Willard Sanders, John and Ted Stamatoles, Jack Devore, all of Des Moines; Chip Chapman, Carroll, Ted Welch, Centerville; Leo Miller, Cedar Rapids; and Bill Garrett, Oklaheola, all of Iowa.

Am. Shuffleboard Names Tri-State

MANCHESTER, N. H.—Tri-State Amusement Company, a new distributorship, is being set up by Ed Martell here. Tri-State will handle the American Shuffleboard and Kaye Pool table lines.

Martell will also remain as treasurer and manager of Tri-State Engineering Company, long-time firm here.

Officials of Tri-State Amusement are Martell, president, and treasurer: Joe Cole, George Gelinis and Ed Martell, directors.

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Memphis Vending Robberies Solved

MEMPHIS — Squad car deputies were credited last week with solving a series of thefts from vending machines in automatic laundries and service stations in which the loot totaled several hundred dollars.

Chief Deputy John L. Carlisle said eight boys ranging from 13 to 17 years were charged with burglary and larceny. They were turned over to Juvenile Court authorities, he said.

Carlisle said cigarette, candy and drink vending machines owned by operators were robbed of varying amounts.

Local operators have had a crack-down drive going for a year and a half on coin machine burglary. Burglaries have been sharply reduced since a coin machine committee obtained co-operation of police for closer patrol, more still watches and use of a powder on some machines which will produce a purple color on the burglar's hands.

Exhibitors Named For MOV Contab

VIRGINIA BEACH, Va. — General Vending, Rosnoke Coin Machine Exchange, Pat's Record Shop and the Cavalier Coin Company will display equipment at the annual convention of the Music Operators of Virginia, to be held here August 11 and 12.

A. P. Loudon, MOV president, said business meetings will be held to a minimum, as most of the activity will take place in the hospitality rooms and at the beach club. Name bands will provide music for evening dancing, and a number of swimming and fishing is on tap.

Denver Photo Ops Enter Bulk Trade

DENVER — Robert Rothberg and Don Akins of Continental Music Company here are completing installation of bulk vending machines in 33 Safeway Super Markets throughout the Denver area.

As the only major juke box firm to go into bulk vending, their results will be closely watched by the Denver music and game operating fraternity. Standard types of fill are being offered, including confection mixes, ball gum and nuts.

Vending Trade Group Extends Conference

CULVER CITY, Calif. — The first conference of the National Automatic Vendors' Trade Association set for September 2 at the Lafayette Hotel in Long Beach is being extended a day. B. J. (Bob) Greiner, founder of the organization, said.

Greiner also said that the program for the original one-day session on Saturday will remain the same with the exception of the dinner at the Reef and the boat ride. These will be held on Sunday (3) with the Saturday festivities ending with the Reef and the boat ride. A board of directors meeting will be held on Sunday evening.

NAMA Supports Continued from page 48

all companies in the industry would continue to help the library by sending pertinent material to James V. Jones, director of libraries at the university.

The vending industry is one of the very few groups in America to have its own library.

The NAMA board met June 22-23 at White Sulphur Springs, W. Va.

Vending Machine Repair School May Be Instituted in Los Angeles

LOS ANGELES — Classes in vending machine repair may be instituted at the Los Angeles Trade-Technical College here, according to a survey of the industry now being made by the California State Department of Employment.

The study is being conducted by Franklin R. Johnson, dean of instruction and curriculum, in answer to requests from prospective employers to have such a training program.

Mrs. Margaret F. Hamilton of the Department of Employment, said that returns from the survey are now being compiled. She said that such classes would be instituted if the need is shown, a probable starting date is February.

Mrs. Hamilton said that she ex-

NAMA Board Holds W. Virginia Meeting

CHICAGO — Equal representation on the National Automatic Merchandising Association board of directors was a prime topic of discussion at that group's recent meeting in White Sulphur Springs, W. Va.

Passed unanimously was a motion to "assure equal representation of independent operators and national or regional operating companies and equitable representation of manufacturers and suppliers" on the board of directors.

Chaired by the board with responsibility to secure this initiative is the new 1961 Nominating Committee. Members include Carl Millman, chairman, Automatic Merchandising Corporation, Milwaukee; Jack Burlington, The Vendo Company, Kansas City, Mo.; Marcus Kaplan, NAMA's Automatic Vending Company, Rosnoke, Va.; J. Richard Howard, Vending Service, Inc., Indianapolis, and James W. Wood, D & B Distributors, Inc., Scranton, Pa.

Eleven persons will be elected to the board this October and will take office January 1, 1962, according to Thomas B. Donahue, NAMA president. He reported that of the nine, seven will fill terms expiring this year, and two will fill existing vacancies.

"One of the seats on the board will be reserved for a representative of NAMA's 'Allied' membership category for a one-year term. This representation on the NAMA board is in recognition of the fine work being done for the industry and for the association by our allied members," Donahue said.

He pointed out that the NAMA bylaws, amended by the board last January, state that a manufacturing or operating company may have no more than one seat on the board.

Mergers
 "This was done because mergers of companies which involve board members might cause the merged corporation to have several board memberships and thus impair the equal representation of all industry segments," Donahue said.

However, individuals who had been elected to the board before the change in the bylaws will be allowed to complete their terms. Only two members of the board are in this category and their terms will expire in 1962, Donahue reported.

He pointed out that should any member of the board merge during his term of office with a company already represented on the board, he may serve only until the next election, thus assuring balance of the board at the beginning of each year.

The NAMA board now consists of 21 directors.

New directors will be elected during the association's annual meeting, October 29 at Chicago's McCormick Place Exhibition Hall, site of NAMA's next convention.

pects to attend the first conference of the National Automatic Vendors' Trade Association to be held in Long Beach September 2 and 3. She added that she hoped to have definite information as to the starting of the classes by that time.

"If the demand for such a program is shown to exist, and the class is implemented," Johnson said in his letter to the industry, "students will be given training on representative machines of the industry. Details of the curriculum will be guided by the results of this survey. Instruction will be available for both full-time day students and part-time evening classes.

The classes, if started, will be on a junior college level and free vocational tuition will be offered Los Angeles residents.

Memphis Cig Vending Nears 10 Mil. Packs

MEMPHIS — Approximately 9,848,700 packs of cigarettes were bought through cigaret vending machines in Memphis during the first six months this year, figures from a city controller's office disclosed last week.

It is estimated that the number sold through vending machines is one-third the total number of all cigarettes sold.

Pa. Operator Group To Hold Oct. Convention

HARRISBURG, Pa. — The Pennsylvania Amusement Machine Operators Association will meet during July and August.

But, Leon Takson, manager, said plans are being formulated for the group's first annual convention in October. He said it is expected to be held in Harrisburg.

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Chia-Vand Gum ...	41¢/lb.
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German Ops Hit Location Sales

By OMER ANDERSON

FRANKFURT—German phonograph operators are opening a campaign to counter the threat of location sales by superior service, programming and maintenance.

The Central Organization of Operators (ZOA) wants that only by superior service and general solicitude for the location can the operators banish the location sales change.

"It used to be that each operator's business was his own business," an operator statement explains. "But under the conditions prevailing in the industry today every operator's business is also every other operator's business. We are all dependent for survival on each other."

This means in practice, it was explained, that instances of slack service, music programming and maintenance will become matters of concern for operator associations, and will cease to be merely the concern of the operator.

Supervise Members

Operator associations in each of

the 11 German States will render on their members. Associations will advise, instruct and exhort members to improve service levels.

It is envisioned that the campaign will establish a considerable interchange of technical information on servicing and music programming. Operators will be encouraged to pool their experience and greater effort will be made to make available the experience of operators in Austria, Switzerland, Britain, France and other countries with active juke box trade.

The campaign will encourage operators to invest more money in new equipment and disks. This "spend money to make money" counseling will be the big talking point by the operator associations to enlist the assistance and support of manufacturers and wholesalers.

One Industry

"What we have forgotten," an operator association official said, "is that it's really one industry after all. We have been acting like we were a group of rugged individuals with every operator for himself."

Germany's operator associations, as one facet of the new campaign, intend exerting greater effort to co-operate with the manufacturers and distributors. The associations will try to demonstrate to the producers and distributors that they can do better dealing exclusively with operators than by flitting with location sales.

Operator surveys show that most location sales are made by distributors who feel they are not getting enough business from operators. An effort will be made to the extent practical to share equipment orders among distributors.

Educational Program

At the same time operator associations will press an "educational" program intended to convince manufacturers and distributors that, long range, they will be far better off restricting sales to operators.

This program will hammer at the well-established weak points in the location sales argument:

1. Locations know little or nothing about records or music programming.

2. Once locations purchase a

machine, they keep it indefinitely, as long as 10 years in some cases.

3. Locations are not equipped to do servicing and maintenance.

Research Work

German associations have been doing research in Austria and Belgium on location ownership. The results will be used in their educational program. This research shows that locations are a subtle issue with many facets, some of which are not easy to assess.

In general, German operator association surveys demonstrate that, averaged over a 10-year period, locations spend less money for equipment than do the average operator on a per-machine basis. Location-owned juke boxes collect less money on an annual basis than do operator boxes.

Locations boxes are out of order for periods triple and longer than non-play periods of operator machines.

Locations budget considerably less money for the purchase of new records than do operators. The average amount in Belgium, for example, is only 75 per cent of that for German operators.

Locations tend to depress play figures, which are always lower in location than in operator areas.

German operator associations concede, however, that in some regions locations are easier for the distributor to sell. They require less financing and they provide a stable market.

Even operator associations in this country are concerned at the great number (1,500 or more) of unorganized, marginal German operators. The average independent operator has fewer than five machines. He requires financing from the distributor and frequently he goes bankrupt.

A great many organized German operators blame the operator rather than the distributor for the location sales problem. Operator associations

are accused of laxness in combating unethical operators and in promoting the tighter organization of the trade.

The German distributor organization has just brought into the open another facet to location sales—the growing tendency, at least in West Germany, to bypass the distributor and negotiate direct manufacturer transactions.

Operators can be invaluable to the other trade branches in joint action in all phases of coin machine activity, in fighting discriminatory legislation, in fostering a favorable coin machine public relations image, gathering trade and technical data for manufacturers and distributors, in even such extraneous fields as the promotion of sports.

The tag operator quoted above summarized, "The B phonograph trade without operators is like a tree without roots. Operators can be, and usually are, a positive force in the trade, expanding business for themselves—and for the manufacturers and distributors."

"The location, in contrast, is entirely passive. The location owner takes no more interest in his phonograph than in his bar stool. That's the point all operators—everywhere—must grasp across to manufacturers and distributors."

Ind. Ops May Get Some Relief

Continued from page 46

challengeable powers to back up rulings with the police authority of the State. The members of both agencies are appointed by the governor. The law says that if the ABC may affect any or all trade practices.

Control System

As part of the control system that will be set up, each local board consisting of three part-time officials and one representative of the State commission whose duty is to pass upon the fitness of retail applicants.

Appointed by and working under the direction of the commission is an excise police force with powers to enforce the law. It may work as an independent unit or co-operate with local enforcement officers or other State enforcement agencies.

The ABC is also the administrative authority for the collection of the State excise tax. It provides for the sale of stamps by the commission to distributors, who affix the stamps to the packages. The commission is authorized by license distributors and to issue rules and regulations necessary to enforce the act.

Thus the commission, if con-

cilgates. The city already collects a 1-cent-per-pack tax and adding another penny would have made it 2 cents.

A committee composed of Cane, chairman, and Charles Wilmoth, president of Memphis Restaurants Association, B. Brant, president of Sam Houston Tobacco Company, Louis Barosotti, partner in Tennessee Tobacco Company, Charles Stephens, National Retail Grocers Association, and Charles E. White, field director for Tobacco Tax Council, convened for the first time. The tax would be bad for all concerned.

The city then withdrew its request to the Legislature for enabling legislation to levy and collect the tax.

Second Attempt
Operators also successfully beat down the second attempt—a bill in the Legislature to increase taxes on phonographs and games.

The third victory against taxes is a major one, as the other two were. But the fights keep coming. And operators have to keep sticking together and fighting to keep from being taxed out of business.

Biotta to Hold Reception for Norma Rivers

SYRACUSE—From 1,500 to 1,700 traders are expected to attend a champagne buffet, hosted by John Biotta, New York State distributor, at the Three Rivers Inn, about five miles north of here on Route 57. The festivities start Thursday (27) at 6:30 p.m. with dinner. Rivers, recording artist with Vassar Records, will be introduced to the trade. Miss Rivers recently cut four stereo 45 sides—two distributed primarily to juke box operators—for Vassar (BMW, July 17).

Also to be introduced at the affair will be the new Biotta Biotta and the new Smokebox cigarette machine. Biotta and his staff will explain how the Wurliizer Top 10 system works.

Special invitations have been sent out to industry leaders in the State, and all New York State operators and juke box jockeys are invited to attend.

Scheduled to appear are Bob Bear and A. D. Palmer of Wurliizer, Bill O'Donnell and Art Garofalo of Biotta, Art Frier of Smokebox and Dom Davilio and Lou Douglas of Vassar.

Music Special	
AMI E-2000 Stereo	\$795
AMI E-1000 Stereo	745
AMI J-2000 Stereo	445
AMI J-1000 Stereo	425
AMI E-2000	445
AMI E-2000	495
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Wurlitzer 2100	375
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Anti-Coin Drive in Memphis Falls Apart

MEMPHIS—County Tax Assessor George C. LaManna said last week he had given up the previous idea of a "drive" against the coin machine industry with a view to collecting more tax from operators. LaManna had threatened to do this in May and was immediately challenged by operators as having been singled out and, thus, discriminated against.

In May, LaManna had said: "Juke boxes, pinball machines, vending machines and other property used in commerce will be my first targets in my drive to equalize tax. I expect triple tax assessments in this category."

Operator Reaction
Operators winced. They replied that they paid plenty of taxes already. Drew Canale, Canale Amusement Company and Canale National Tobacco Inc., said at the time that LaManna threatened: "When we get our facts and figures together, I think Mr. LaManna will agree with us that we are already more heavily taxed than most business people."

Last week, LaManna agreed and said he would not follow through on his original plan. Operators breathed easily once more—the third time in six months.

Cigarette Tax
The first time—early in the year—the city had plans to put another 1-cent-per-pack tax on

when answering ads . . .

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1646	Reverend	Reverend
1647	Reverend	Reverend
1648	Reverend	Reverend
1649	Reverend	Reverend
1650	Reverend	Reverend
1651	Reverend	Reverend
1652	Reverend	Reverend
1653	Reverend	Reverend
1654	Reverend	Reverend
1655	Reverend	Reverend
1656	Reverend	Reverend
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Colorado Operators Offer Sage Route Advice

Continued from page 43

In contracting for a new location to begin with, there is no such thing as a yardstick by which the potential earnings can be estimated—not even a break-even point which can be established. "There are new locations are concerned, it is more a matter of setting the machines and hoping," Beyers said. "Often, what looks like a marginal location with a very small return potential turns out to be the best."

Unusual Locations

Beyers had experimented with setting his machines in unusual locations. In motels, for example, there are many recreation rooms that don't care to fish, hike or go sight-seeing in the Colorado Rockies. Spotting a few photographs and pinballs in such locations, Beyers found that they were not used as heavily he had believed, and that there were too many children in them, with resultant damage to any sort of coin-operated equipment left unwatched. Needless to say, he gave up the motel recreation type of location at once.

Large hotels, however, which abound throughout the high Colorado Rockies area, proved to be unexpectedly good locations for pin games, with as many as 15 or 20 clusters in such resorts as the big Stanley Hotel in Estes Park.

Beyers must balance his moving program carefully against the situation. For example, after the Colorado State College closes its doors, there is a three-day period when more than 3,000 Future Farmers of America descend on the college for a party. He keeps all of his machines available for this large party for three days, and then, as soon as their convention breaks up, the machines are zipped up into the mountains early the next morning. High costs and lower collections

mean that Beyers must watch every opportunity closely.

Programming

Programming music for resort areas is done by Mrs. Beyers, who gets better-than-average aid in this connection from location owners who keep an ear open for the requests of customers, notice trends and are quick to pass them along.

Because the tourists who flock into Colorado each summer come from every State in the Union and represent just as many variations in taste, Beyers programs the full 40 to 45 minutes of variety, plenty of semi-classical music and old favorites and probably more hillbilly and Western music than is usual in Fort Collins.

Location owners themselves will check closely on the player meter and report disks which aren't showing the earnings they should. In this way, the programming question isn't as difficult as might be expected, the Fort Collins operator said. "We keep up a smooth turnover, and a high average of play per record, which is much better than we had any right to expect when we first went into this market," it was pointed out.

New Equipment

As a final point, Beyers urges any operator considering moving out into the resort market to use the newest equipment possible, if for no other reason than the percentage of mechanical breakdowns is bound to be less.

He keeps his own staff up to snuff by an intensive inspection program, authorizing any location owner to call him long distance collect whenever any trouble develops, and often corrects it by instructing the location owner over the phone. "The surest way to keep the earning potential of a resort area route is to use cast-off equipment," Beyers summed up.

See Good Omen

Continued from page 43

ple. Albert M. Rodstein, who is in charge of the Amusement Machine operation in this area for Mackie Vending, placed five of the 24-foot machines in a store on the Boardwalk in Atlantic City. The results were sensational.

Rodstein reports the people are waiting in line to play the machines, which are set at a level of play that will win prizes for hitting a certain score. Al is sorry now he didn't line up more locations on the Boardwalk but promised he will do so for next season.

Rodstein feels the Bowl-a-Rama game—which is about the only new game at the resort this year—can be used to supplement that old resort favorite, Skee Ball. "It will never replace Skee Ball," he said, "but can be used for the sake of variety. Don't forget, people naturally like to roll a ball for exercise."

Musical Importance

As for music, it plays a very important role at the resorts. In fact, it is the sole means of entertainment.

Bill Adair, of Eastern Music Systems, said the machines do not take any special programming just because they are at a resort rather than in the city. However, he explained that the programming may differ between resorts depending on the area in which the machine is located, just like on regular spots.

large taverns, which cater to high school and college-age youngsters who seem to prefer gyrating on the dance floor to climbing the picturesque mountain trails.

Another point which makes mountain resort locations attractive to operators who must haul their machines as much as 150 miles is the fact that resort spot owners are usually willing to accept a smaller commission split in order to get good, reliable stereo equipment, realizing that the cost of hauling heavy 100 and 200-play phonographs over long distances is great.

All of the operators mentioned above have found it necessary to service most of their machines once a week, instead of once every two weeks, simply because heavy play makes it necessary to stay on top of the machines from both a profit and maintenance standpoint.

Temperature Down, So's \$\$, in N. Ohio

By BOB SUYK

CLEVELAND — Coin machine collections in resort areas of Northern Ohio are just as lukewarm as the weather. Six days in June recorded all-time record-low temperatures and two of the first nine days of July bested historic lows. Resort conditions in this area can be accurately measured with three instruments — the thermometer, weather bureau rain gauges and the so-called business barometer.

Low temperatures and high rainfall readings are in direct proportion to collections, according to operators who report business is down from 20 to 50 per cent. Economic barometers show unemployment, past, present and future, greatly affecting the fall-off.

Musical Better

Music is playing a little better than games, but both are suffering. Resort activity has been declining for the last five years, operators say.

John Yarusko, manager of Towne Music Company, reports business off 20 per cent due to the weather and a recent recession which, he believes, ate up vacation dollars as well as family savings in some cases. People cannot afford to live it up even though employment conditions are improving, he added.

Unemployment in steel-producing Lorain is still a factor in Lake Erie resort business. National Tube, for instance, once employed 12,000 and now operates at near pre-recession peaks with 5,000 workers still out.

Resort areas such as Cedar Point are showing the effects, according to Mario Cipolla, head of of Lorain Music Company. His collections are off about 50 per cent.

"Some resort locations are hardly

worth the effort any more," explained Cipolla, who has been in the business 16 years. "Some locations I have been servicing for years. I decided not to bother with in 1961."

Most operators use their oldest equipment in resorts where possible while others equip them the same as their year-around spots.

Lorain Music treats resort locations like elephant brand grounds, using music and games that the kids plan to trade in the fall. "Otherwise, we put out whatever equipment we have on hand," said Cipolla.

(Continued on page 55)

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Colorado Mountain Stops Get Solid Hike in Receipts; Hot Weather Helps

By BOB LATIMER

DENVER—Resort location collections are up substantially in Colorado, a survey of five leading operators indicates, despite forecasts which indicated a possible drop for the summer. The weather has brought more than two million tourists to the high Colorado Rockies by July 4, concentrated in Denver, Estes Park, Grand Lake, Steamboat Springs, Aspen, Glenwood Springs, Grand, and other high mountain resort communities.

Play has been particularly good on phonographs, according to such operators as Ben DeGarmo of Boulder, Wilbur Samuelson of Granby, Wilbur Beyers of Fort Collins, and Don Thorpe and Mike Scavars, both of Grand Junction on the Western Slope. All of these operators report that they are using standard phonographs and games, with little effort to develop in type of amusement machines specifically for resort spots.

Most popular games, as in years past, are pin games, pinballs, and other types of target games, five-ball pin games, shuffles and bowlers. Bingo, a perennial favorite in the resort towns in the past, have just about vanished from the picture, all agreed.

Switch

Most of the mountain area's re-

sult operators don't maintain a separate string of machines for the mountain spots, but simply put the equipment from spots in larger cities, which show only marginal or sub-mountain centers, while others move at least 15 phonographs, and as many games. After Labor Day, the machines are simply replaced at the same locations from which they were requisitioned for resort use.

It definitely requires a special type of programming to fill in maximum collections in resort locations, according to the usual operator. Most of the spots program all 40 of the top hits, and use a lot of rock and roll and pop instruments, with a minimum amount of old favorites and "sweet" music. Tourists, without exception, are out for a lot of fun on a vacation, and want lively, inspiring music at every stop.

Wilbur Beyers, for example, sets his volume much higher in tourist spots in the mountains than would be advisable in Denver locations, simply because tourists "like it that way." He uses the same types of games for most of his mountain resort spots as in Denver, with the exception that more "participation" games, such as prize fighter, hockey, or basketball games, appear in the mountain spots where children are concentrated.

78's Out

Except for a few rare instances, 78-r.p.m. phonographs have disappeared entirely from the scene in Colorado. With most operators equipped with trucks which can pull the long grades into high mountain locations, and with a variety of firms bidding for the spots, all mountain resort locations are equipped with the best in phonographs and games, which rules the 78's out altogether.

A real help to resort operators is the fact that the regulations which prohibit dancing in Denver, Pueblo, Colorado Springs and other major cities seldom apply up in the high mountain villages. Wherever dancing is allowed, juke box play goes up tremendously, to the point that collections of over \$100 a week have been reported from

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AROUND AND ABOUT ARKANSAS

Hot Springs operators are experiencing top collections. It's the best summer season they can ever remember. Tourists have flocked in from all over the nation. Some operator comments follow: W. E. Lewis, Lewis Novelty Company: "It will be the best year I've ever had." Phil Marks, Phil Marks Amusement Company, who has some arcade type machines at one of the big lake resorts, as well as his regular music and game route: "Best business I've had yet. We've had more tourists this summer than ever."

J. Earl Gill, Gill Amusement Company, who also has resort locations at one of the three big lakes: "Hot Springs is really becoming a top vacation resort. Our business is tops.... Dean Fawell, Fawell Amusement Company: "There is no indication, from my good business, of an economic slowdown, as was talked of early this year.... Wilbur Green, Spa Amusement Company: "I am having to add to my route."

Other Hot Springs operators who report top-notch summer business are Van Eddinger, Van Eddinger Music Company, and R. G. Jennings, Jennings Coin Machine Company.... Little Rock operators are also getting very good business because many tourists stop while traveling. Some reporting good collections were: Robert Franklin, Southern Amusement Company; H. L. Bryant, Delotte Novelty Company; Pete Gurley, Ace Music Company; Buckel Wortham, Wortham Amusement Company.

Some Little Rock operators who took their families on a summer trip for a rest away from the grind of the job: Charles Thomas, Thomas Amusement Company; Harold Dunaway and Cecil Hill, Twin City Amusement Company; Robert Klespel, Krespel-Hollenberg Music Company; C. W. Holmes, Western Sales Company; Andrew Caswell, Little Rock Amusement Company; H. G. Yancey, Arkansas Music Company; J. D. Ashley, Globe Amusement Company; George Check, George Check Amusement Company.

More Gist, Gist Music Company, Helena, reports top collections last week when many hundreds were in town for the official opening of the big bridge across the Mississippi River, joining Arkansas and Mississippi for highway travel. They used to use a ferry. It's the only bridge between Greenville, Miss., and Memphis, and was much needed. Federal and State governments paid for it.

C. O. Temple, Hope Novelty Company, Hope, getting a lot of horse back riding and cattle herding in this summer, his favorite sport. He even staged a small rodeo for folks in the area.... C. E. (Tuffy) Toffers, Tolliver Music Company, Lepanto, seen in a ferry, it's the only bridge between Greenville, Miss., and Memphis, and was much needed. Federal and State governments paid for it.

MISSISSIPPI MEANDERING

Abe Malout, LeFlore Music Company, Greenwood, is off on an extended vacation trip with his family. He said he wanted to "get away from it all" for awhile.... Lexie Howard, Crystal Amusement Company, Grenada, is in Memphis on a combined work and business trip and holiday away from the demands of the job.... John Haley, Haley Music Company, Canton, is also off with his family for the annual summer vacation.

Pete Manos, PM Music Company, Greenville, is in New York for a summer vacation trip and visit with relatives.... Danny Diamond, Diamond Music Company, Clarksville, reports top cotton crop in the rich Mississippi Delta area and has already improved the economic situation in Clarksville this year, and should provide one of the best falls in many years.... George Sammons, president of Sammons-Pennington Company, Memphis, was on a swing through Mississippi calling on operators.

Freedom Rider Situation Cuts Into Montgomery Loke, Game Revenues

MONTGOMERY, Ala. — The "Freedom Rider" situation which plunged Montgomery into the national headlines has had a definite and adverse effect on all phases of joke box and amusement machine operations, a survey of operators in the area has revealed.

Almost immediately upon the bus-station incident, night life in the downtown Montgomery area began to dwindle, and out in the suburbs, particularly in the Negro areas, play on phonographs and amusement machines dropped to less than 25 per cent from what it had been before. "People are simply staying home, rather than get involved in the controversy," one operator indicated, "particularly Negroes."

Railroad and bus depots suffered particularly by the racial situation, inasmuch as there was a boycott declared against two major bus companies serving Montgomery

which, of course, meant far fewer people were in the depots, where large numbers of coin-operated amusement machines and vending machines are shown. This, of course, was anticipated, and some operators have gone so far as to relocate machines formerly set at transportation centers, "until the situation is resolved."



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NEWARK, N. J. — Myron Sugarman, export manager for Runyon Sales Company here, leaves August 3 for a six-week trip of Europe and the Near East. He will cover the United Kingdom, France, Belgium, Holland, Germany, Sweden, Finland, Denmark, Austria, Greece and Israel. The export division accounts for 35 per cent of Runyon's sales. The firm is New York area distributor for AMI, Bally and Keeney.

Congress Gets Bills to Punish Users of Slugs

WASHINGTON—Bills to make the using of "slugs" in coin-operated devices a criminal offense, liable to maximum \$1,000 fine or a year imprisonment, have been introduced in both the House and the Senate. The same penalty would apply to anyone caught manufacturing or providing any type of slug or device to defraud a coin-operated device—vending machine, phone box, etc.

Legislation was introduced in the Senate by Stuart Symington and Edward Long, and in the House by Rep. Leonor Sullivan, all democrats from Missouri.

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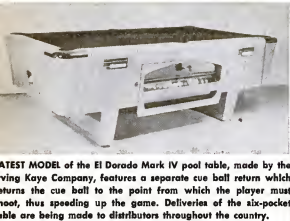
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E. Tierney, 75, Milwaukee Coin Machine Counsel, Dies

MILWAUKEE—Joseph E. Tierney, legal counsel for the Milwaukee Coin Machine Operator's association, died here recently. He was 75. Tierney had served for a

number of years on the staff of the district attorney's office.

In his private practice, he represented a number of the area's coin machine operators. Most recently he had prepared briefs which were filed with the federal government in behalf of the coin association's battle against enforcement of the gambling stamp rulings.

Tierney's brief claimed that by eliminating certain features of the pin games, the units became exempt from classification as gambling devices. Operators of these converted games, according to Tierney, would not be required to pay the \$250 federal gambling stamp

Association President Sam Hastings, Hastings Distributing Company, said that with Tierney's death, "this whole thing is now up in the air. We'll have to study the situation to determine our next move. Most likely we'll have to find another lawyer to replace him. And it will be hard to find someone with similar knowledge and background in the coin machine field."

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ZOA Charges Against GEMA Cites West Germany Monopoly

Continued from page 4

nection with preparations to arbitrate the ZOA-GEMA royalty payments deadlock. The dispute now goes to an arbitration panel consisting of representatives of ZOA, GEMA and an impartial chairman.

Widespread Publicity
There are indications that GEMA is becoming apprehensive of the widespread publicity given to its battle with the operators, and particularly to accusations that it has achieved a monopoly position in the trade. In this connection the London-based IFPI has denied involvement in any Continental music piracy with BIEM to free phonograph prices. The IFPI disclaimer was called to the attention of Bundestag deputies organizing the music trade monopoly problem.

A spokesman for the deputies commented: "At the moment it can only say that the order restrictive practices in the music as well as other trades and industries to be of Continental-wide origin and content. We intend inquiring into the international ramifications of such agreements as exist, and our inquiry will encompass a number of factors."

It is understood that Parliament will sift relations between German music trade organizations and counterpart groups in Britain, France and the United States.

Strong U. S. Link
GEMA's strong links to the U. S. market will form a principal subject for the Parliamentary look at the international aspects of the German music trade. GEMA has just underwritten the basic costs of a new organization in New York for the collection of mechanical rights. The Mechanical Rights Agency, Inc. (AMRA), GEMA

has been particularly vigilant in defense of ASCAP interests in this country, and it was a major stockholder in the BIEM. The Federal Cartel Office put pressure on GEMA to withdraw from BIEM, which GEMA did.

The coin machine trade is pressing its complaint with the Cartel Office on the basis of "what's sauce for the goose is sauce for the pander." The government trust-busters in 1958 ordered dissolution of a coin trade group integrating producers, wholesalers, and operators. The Cartel Office contended that the tightly knit trade group inevitably would concern itself with throttling competition and fixing prices. Operator strategists are saying closely the ASCAP-MOA contest in the U. S. is important to the German trade that the MOA defeat attempts by ASCAP to end the 50-year-old performance royalty exemption for juke box play of copyrighted music.

If the MOA can retain Congressional support on this issue, the ZOA intends kicking off a powerful campaign demanding similar exemption when the Bundestag meets and the GVL, the performing artists group.

No 'Resorts' in Calif.

Continued from page 43

ges prices." There were some there, he explained, who used to charge 25 cents or more extra for sit-down beer. The prices were dropped when visitors brought their own.

Business in the area has been affected by the lack of rain and snow last winter. At Big Bear, Guthall said, 1,000 fish were stocked last week and 5,000 this week. Within the next 30 days, 200,000 are to be placed in the lakes. This, he believes, will draw people—but they will pay prices in line for items and play games and music similar to that of their neighborhood taverns.

James Pritchett of Santa Ana who operates in the Laguna Beach area, which is strongly patronized in the summer, said he did his best business in the winter. He explained that his music and games were in taverns and the permanent residents who make up the majority of his customers are too busy in the summer to sit in a tavern. He programs the same as he does for his urban locations.

In nearby Laguna Beach at Balboa there are arcades on the island and the city operators stay away from this type of operation. In Mission Beach, near San Diego, at Belmont Park, John C. (Jack) Ray has an arcade in his operation. He has found Skee-Ball a money-maker. He has the usual arcade machines and the spot adjoining the arcade has a bowllette of Chicago Colts' units that pulls in a nice chunk of revenue.

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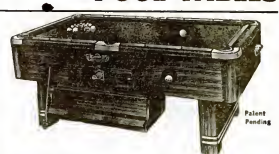
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Grosses Slump in Northern Ohio

Continued from page 51

Joseph Panzarella, service manager at Roy George Music Company for 14 years, calls resort locations the worst so far for treatment of equipment. Many machines are outside and subject to weather or in vestibules and subject to vandalism. Too often teen-agers and adults, infected with devil-may-care attitudes while vacationing, mistreat property or watch others doing it without bating an eye, he added.

Just this month a music box was tipped over, smashing the glass

and damaging the mechanism, Panzarella reported.

Abe Farris, manager of Bell Music Company, said that at least one serious break-in at each location during the resort season is about par for the course.

This is one reason why operators use older games. But resort locations demand and get the latest music boxes available.

Best Games

Bell Music and Lorain Music report bowlers and shuffle alleys as their best games. Towne Music and Roy George Music like results they get from pinballs. Gun games rank a close third in popularity.

Rock and roll, the latest ballads and swinging jazz, in that order, are the most popular disks at the Northern Ohio resorts. "People in resort areas are generally in gay and lively moods and adults as well as teen-agers listen to the popular stuff," said Yarusko of Towne Music. "Standards don't do so well as they do in year-around spots, but otherwise programming is just about the same in all-year and resort places, he added.

At the end of the season, all operators pull equipment into the service shops for repairs. They feel this is necessary because of units being exposed to weather and the inevitable tinkering by would-be vandals.

Lorain Music trades in much of its resort equipment at the end of the resort season and purchases new equipment to up-grade year-long spots. After a check-up, Bell Music and Towne Music move their resort pieces to all-year locations, upgrading spots and changing games to perk up play.

Roy George Music uses resort machines as substitutes for regular location equipment which needs servicing.

Texas Lawmen Destroy Coin Units

LONGVIEW, Tex.—State and local law enforcement officers destroyed an estimated \$15,000 in gaming devices held by 124th District Court as "illegal."

The machines, including 43 marble tables and a number of gaming horoscopes, were crushed by a bulldozer, soaked with kerosene and oil and burned by State officers.

The machines were part of a number of gaming devices seized in raids by Texas Department of Public Safety intelligence officers, members of the Texas Liquor Control Board and the Gregg County Grand Jury on April 27.

The machines were seized in a large warehouse in Longview and 10 drive-ins and clubs in Kilgore, Gladewater and near the city limits of Longview.

The machines were ruled illegal by District Judge David Moore in a hearing June 1. Appeal date expired on July 1 without an appeal having been filed.

No Appeal Filed

Owners of the machines had indicated at the hearing they would appeal the ruling, but no appeal was filed within the 30-day deadline.

The alleged owner, T. V. Williams of Tyler, has been indicted by the Gregg grand jury on a charge of "owning and keeping slot machines."

The Gregg County district attorney's office estimated the current value of the machines to be around \$15,000. New value of the machines was not estimated.

A number of the machines were retained by the district attorney's office for use as evidence in trials pending in 124th District Court.

Punchboards

In the pile were several mechanical punchboards which released

fortune cards at the drop of a coin. By tearing open the fortune card, the player would uncover a number which, officers said, was geared to a pay-off card.

Ironically, one of the fortune messages stated:

"You are likely to be in some work with the public."

Milwaukee Operator, Equipment Disappear

MILWAUKEE — A local coin machine operator has disappeared, and so has his equipment. Holders of chattel mortgages on games owned by Carmelo Curro have been pulled from locations, and holders of chattel mortgages to the amount of about \$20,000 are unable to locate Curro.



Joe Ash says . . .

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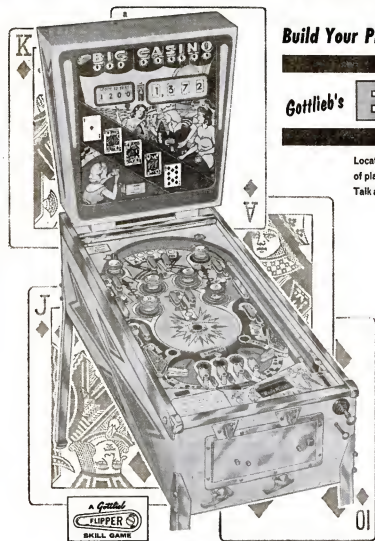


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